

INPUT®

Federal Information Systems and Services Conference Federal Information Resources in Transition

**May 20-21, 1986
Bethesda, Maryland**

TUESDAY, MAY 20

8:30 a.m.- 9:15 a.m. Registration and Continental Breakfast

Session 1

Welcome

The U.S. ADP Market

9:15 a.m.- 9:30 a.m. David Lipson, Senior Vice President, INPUT
INPUT Describes the Overall ADP Picture

Session 2

Keynote Speech: Federal Market in the Late 1980s

9:30 a.m.-10:00 a.m. John Frank, Vice President, INPUT
INPUT Updates the Federal Information Technology Forecast

10:00 a.m.-10:15 a.m. Break

Session 3

Government Office Information Systems

10:15 a.m.-11:00 a.m. Richard Greenstein, Director, Information Resources Management,
Department of the Treasury
Civil Agency Representative Describes Functional OIS Needs and
Gramm-Rudman

Session 4

Federal Network Trends

11:10 a.m.-12:15 p.m. James Dolezal, Chief, Division of Telecommunications, Office of Informa-
tion Resources Management
Civil Agency Representative Discusses Networks Within and Outside FTS

12:15 p.m.- 1:30 p.m. Lunch

Session 5

Ada Applications in Logistics and Administration

1:30 p.m.- 2:30 p.m. Colonel James Warner, Technical Director, U.S. Army Information
Systems Engineering Command
DOD Representative Identifies Ada Applications Beyond Embedded
Computers

2:30 p.m.- 2:45 p.m. Break

Session 6

Connectivity Trends in Large Federal Agencies

2:45 p.m.- 3:45 p.m. John Turner, Director, Office of Information Systems Telecommunications,
Department of Transportation
Civil Agency Representative Reviews Trends in Various Agency Scenarios

3:45 p.m.- 5:30 p.m. Cocktails

WEDNESDAY, MAY 21

8:45 a.m.- 9:15 a.m. Continental Breakfast

Session 8

Procurement Policy and Regulation

9:15 a.m.-10:15 a.m.

Walter O'Neill, Industry Representative

Industry Observer Examines Latest Trends and Issues

10:15 a.m.-10:30 a.m.

Break

Session 9

End-User Computing Trends

10:30 a.m.-11:30 a.m.

Irene Bayol, Policy Officer, Office of the Deputy Commissioner for Federal Information Resource Management, General Services Administration

Civil Agency Representative Examines the Trends in the Use of Micro-computers by End Users

Session 10

FISSP Dialogue: INPUT Research Directions

11:30 a.m.-12:00 p.m.

Charles Waser, Senior Consultant, INPUT

Conference Wrap-up

12:00 p.m.- 1:00 p.m.

Lunch

Marriott

HOTELS • RESORTS

Bethesda Marriott / 5151 Pooks Hill Road / Bethesda, Maryland 20814 / (301) 897-9400

April 17, 1986

Ms. Jan McDaniel
Marketing Manager
Input
1943 Landing Drive
Mountain View, California 94043

Dear Jan:

Thank you for selecting the Bethesda Marriott Hotel to host Input over the dates of May 19-21, 1986. Your choice of Maryland's only FOUR-STAR hotel assures you and your guests of the service and personal attention that you can only receive from Marriott.

I have enclosed a confirmation which outlines all of the group arrangements that we have discussed. Please review this for accuracy, and if all meets with your approval, sign and return the hotel copy to my attention by April 30, 1986.

Jan, you can be assured of the efforts of our entire staff and my personalized attention to help insure that you and your guests have a successful and enjoyable stay.

We appreciate your business and I look forward to working with you and your group. Should you have any questions, or if I can be of assistance in anyway, please let me know.

Best Regards,

BETHESDA MARRIOTT HOTEL



Jeff Kline
Director of Sales

JK:mcf
Enclosure



BETHESDA MARRIOTT HOTEL
CONFIRMATION AGREEMENT

APR 24 1986

GUEST ROOM ACCOMMODATIONS:

The following represents the number of guest rooms now reserved:

Day	MON	TUE	WED	
Date	5/19	5/20	5/21	1986
Rooms	10	10	0	

RATES:

We are pleased to extend the following special rates for your accommodations:

Singles \$115.00
Doubles \$135.00
Suites N/A

All rates are subject to 5% Maryland State tax and 5% Montgomery County tax.

The above rates are net, non-commissionable.

RESERVATION PROCEDURE:

Please advise your guests that when making their reservations, to identify themselves as part of the Input Hi-Tech Seminar. These reservations must be made by May 2, 1986. At this time, any uncommitted rooms will be released, and any additional requests will be accepted on a space available basis at the prevailing hotel rate. Any early arrivals or late departures will also be accepted on this availability basis. Individual reservations can be made through our Reservations Department by calling directly to the Hotel 301/897-9400 X6030, or through our Toll Free Reservations Center 800/228-9290. Reservation changes and cancellations can also be made through these two phone numbers.

All individual reservations will be held until 6:00 p.m. on the scheduled date of arrival unless accompanied by a deposit equal to the first night's room and tax or a credit card number with expiration date.

CHECK IN/CHECK OUT TIMES:

Check-In Time 4:00 p.m.
Check-Out Time 12 Noon

A late check out between 12 Noon and 6:00 p.m. can be arranged at an additional charge. We will provide complimentary luggage storage in our baggage room for guests attending meetings in the hotel after the 12 Noon check-out time.

BILLING PROCEDURES:

It is our understanding that all individuals staying at the Hotel are responsible for their own room, tax and incidental charges. All individual charges must be paid prior to check-out.

If these tentative arrangements meet with your approval, this letter can confirm them as definite. You need only sign and return the enclosed extra copy and it will serve as our mutual confirmation. These tentative arrangements will be held for you until April 30, 1986. If we have not received a definite confirmation by that date, we will release all space that we are holding for your program.

Agreed to and accepted for:



BETHESDA MARRIOTT HOTEL

INPUT

DATE

4/17/86

THE UNITED STATES OF AMERICA
DEPARTMENT OF THE INTERIOR
BUREAU OF LAND MANAGEMENT
WASHINGTON, D. C. 20250

TO: [illegible]
FROM: [illegible]
SUBJECT: [illegible]

RE: [illegible]
DATE: [illegible]
BY: [illegible]
FOR: [illegible]

1. [illegible]
2. [illegible]
3. [illegible]
4. [illegible]
5. [illegible]

INPUT

11820 PARKLAWN DRIVE, ROCKVILLE, MD 20852

(301) 231-7350

April 9, 1986

Mr. James E. Dolezal
Chief, Division of
Telecommunications
Room 2246
Office of Information Resources
Management
U.S. Department of the Interior
18th and C Streets, N.W.
Washington, D.C. 20240

Dear Mr. Dolezal:

We hope that you will accept our invitation to speak at INPUT's FISSP Client Conference on 20 May, 1986, at the Marriott Hotel in Bethesda, Maryland. A draft agenda of the conference will be sent to you shortly.

Per our conversation, the conferees will consist of marketing executives and analysts of industrial organizations that are clients of our Federal Information Systems and Services (market research) Program (FISSP). We anticipate 40-50 attendees, including some members of our Washington staff at this closed meeting.

Our clients provide adp and communications products and services to the government, and include hardware, software and systems contractors. Their interests lie in the likely directions and emerging needs of federal agencies, so that they can advise their organizations on appropriate federal business strategies. Their current focus is the theme of our conference, "Federal Information Resources in Transition." Among the areas of avid questioning are development of networks for government use in the post-AT&T divestiture -- pre-FTS-2000 era, how networks might be implemented (within or outside of FTS), the need for internal agency network monitoring, and the potential applications of T-1. From your perspective, they would like to hear about alternative strategies for meeting different network requirements, with varying numbers of stations and geographical dispersions.

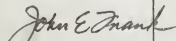
You will have about an hour in the morning of the 20th, just before lunch. Most speakers talk for about 35 to 40 minutes and use the remainder of the time to answer questions. We will also ask you to join us for the whole day, if your time permits. Otherwise, please plan to stay through lunch, so that the conferees can continue to talk to you.



April 9, 1986
Mr. James E. Dolezal
Page 2

If you have any questions, please call me. We will ask you later for a biography and a copy of your visuals for inclusion in the conference manual.

Sincerely,


John E. Frank
Vice President

JEF/kn



INPUT

11820 PARKLAWN DRIVE, ROCKVILLE, MD 20852

(301) 231-7350

April 10, 1986

Col. James Warner
Technical Director
U.S. Army Information Systems
Engineering Command
Attn: ASB-TB, STOP C-190
Fort Belvoir, VA 22060-5456

Dear Col. Warner:

You are invited to address INPUT's Federal Client Conference on May 20th on the topic of Ada applications to logistics, administration and supporting systems. The Conference will be held at the Marriott Hotel, Pooks Hill Road, Bethesda, Maryland.

The 40 to 50 conferees will be senior planning and business development executives of client companies that provide adp and communications hardware, software and/or services to the federal government. They are responsible for identifying and assessing future government requirements to permit allocation of company resources to develop solutions they can offer.

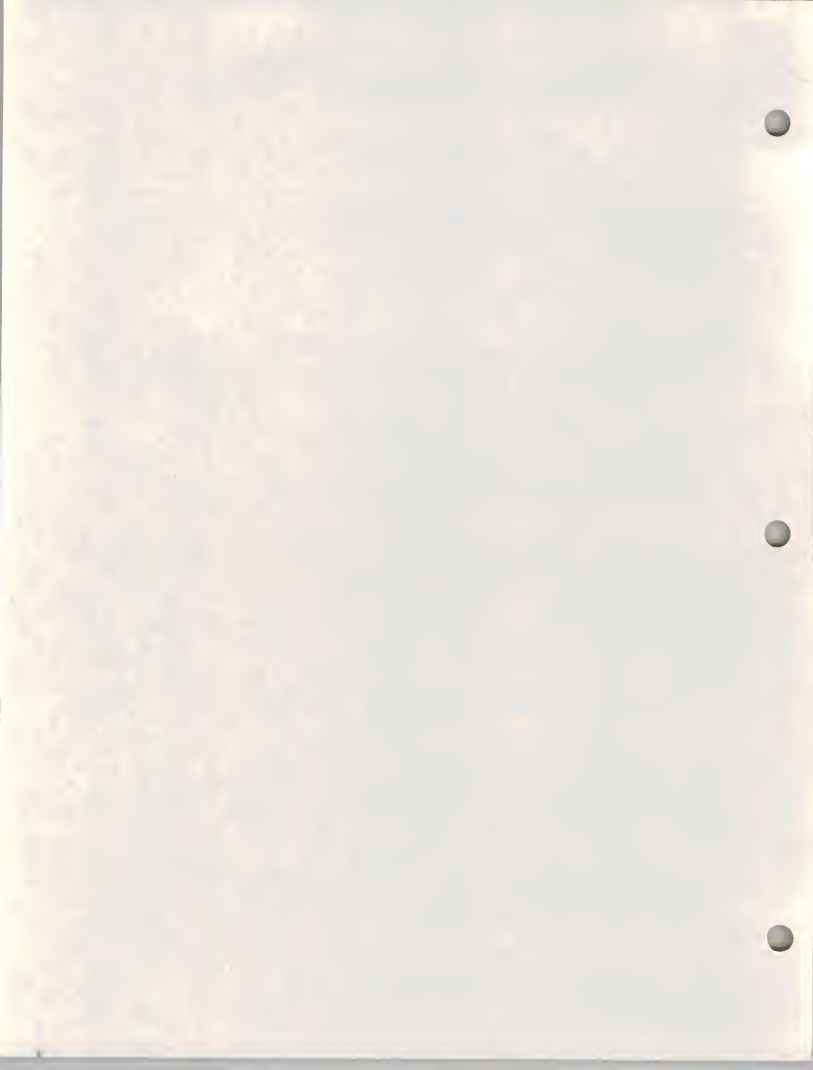
A number of our clients have developed in-house or sub-contractor Ada capabilities in anticipation of Defense needs outside the embedded computer initiatives. Beyond WIS and some lower command/control communications systems, there have not been any identifiable or significant opportunities. Our conversation with the Office of the Director for Computer Software Systems at DDR&E/Research and Advanced Technology suggested that your command can provide useful guidance in this area. The need for guidance is urgent; senior management of these companies question the continuing commitment to developing and maintaining Ada competence in the absence of meaningful application opportunities.

You will have about an hour on the afternoon of the 20th, just after lunch. Most speakers talk for about 35 to 45 minutes and use the remainder of the time to answer questions. We invite you to join us for the whole day, if your time permits. Otherwise, please plan to arrive before lunch, so that you can have an opportunity to meet us and the conferees before the speech.

If you have any questions, please call me. We will ask you later for a biography and a copy of your visuals for inclusion in the conference manual.

Sincerely,

John E. Frank
John E. Frank
Vice President



INPUT

11820 PARKLAWN DRIVE, ROCKVILLE, MD 20852

(301) 731 7350

March 31, 1986

Mr. Walter O'Neill
IBM
6705 Rockledge Drive
Bethesda, Maryland 20817

Dear Walt:

As discussed in our earlier telephone conversation, I would like you to discuss legislative and regulatory activities that can affect the adp/telecommunications industry at our annual client conference. The meeting will be held on May 20-21 at the Marriott in Bethesda (Pooks Hill).

INPUT conducts this conference as part of its FISSP (Federal Information Systems and Services Program) for its industrial clients, which includes IBM. About 40 to 60 members of client staffs register for the conference each year, which is always held in the Washington area.

Speakers at the conference are invited from both the government and industry. Past agency participation has included OMB, GSA, Senate Staff, OFPP, Army, Navy, Air Force and Treasury. Industry speakers have come from C³, CSC, EDS, Genasys and MMDS, and they presented their personal views, not those of their employers.

If you wish, we can introduce you as an industry observer, active with ADAPSO and other industrial associations. The private sector perspective is important to our clients, who are routinely exposed to government explanations.

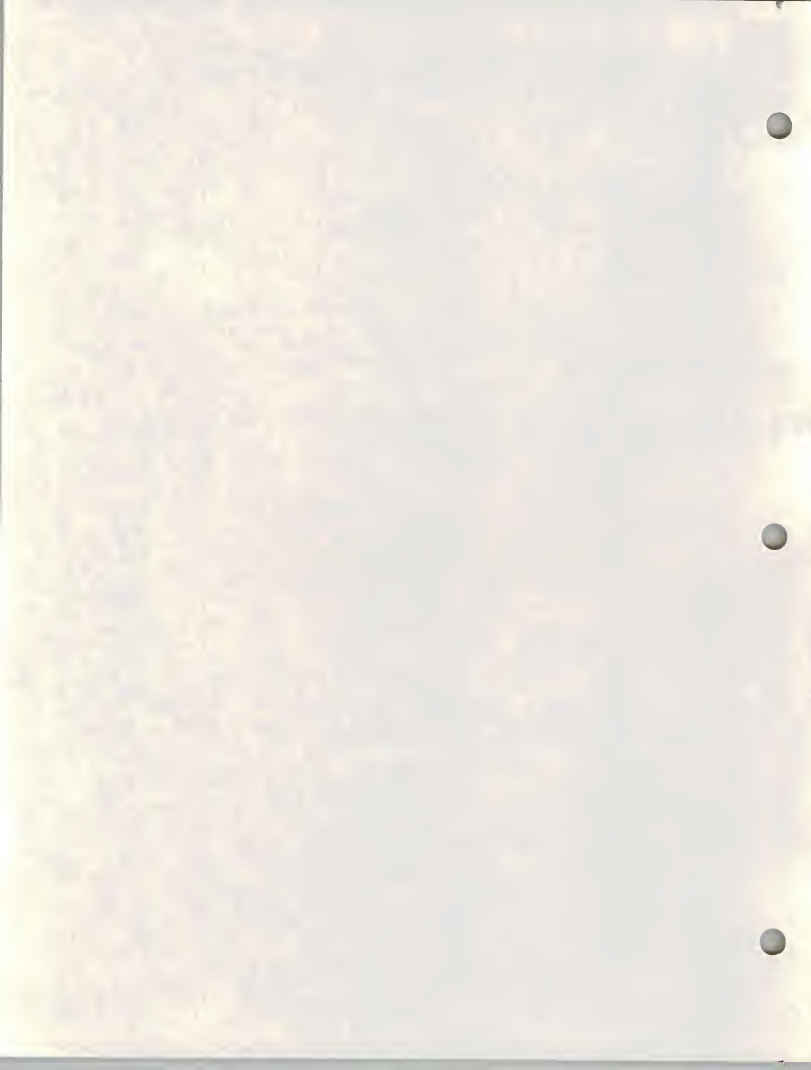
Please advise your acceptance at your earliest convenience. I would like to schedule you for the morning of May 21st, unless your schedule indicates otherwise.

Sincerely,

INPUT

John
John E. Frank
Vice President

JEF/kn



INPUT

11820 PARKLAWN DRIVE, ROCKVILLE, MD 20852

(301) 231-7350

April 9, 1986

Mr. John Turner
Director, Office of Information
Systems and Telecommunications
Department of Transportation
Code: M-30
400 - 7th Street, S.W.
Washington, D.C. 20590

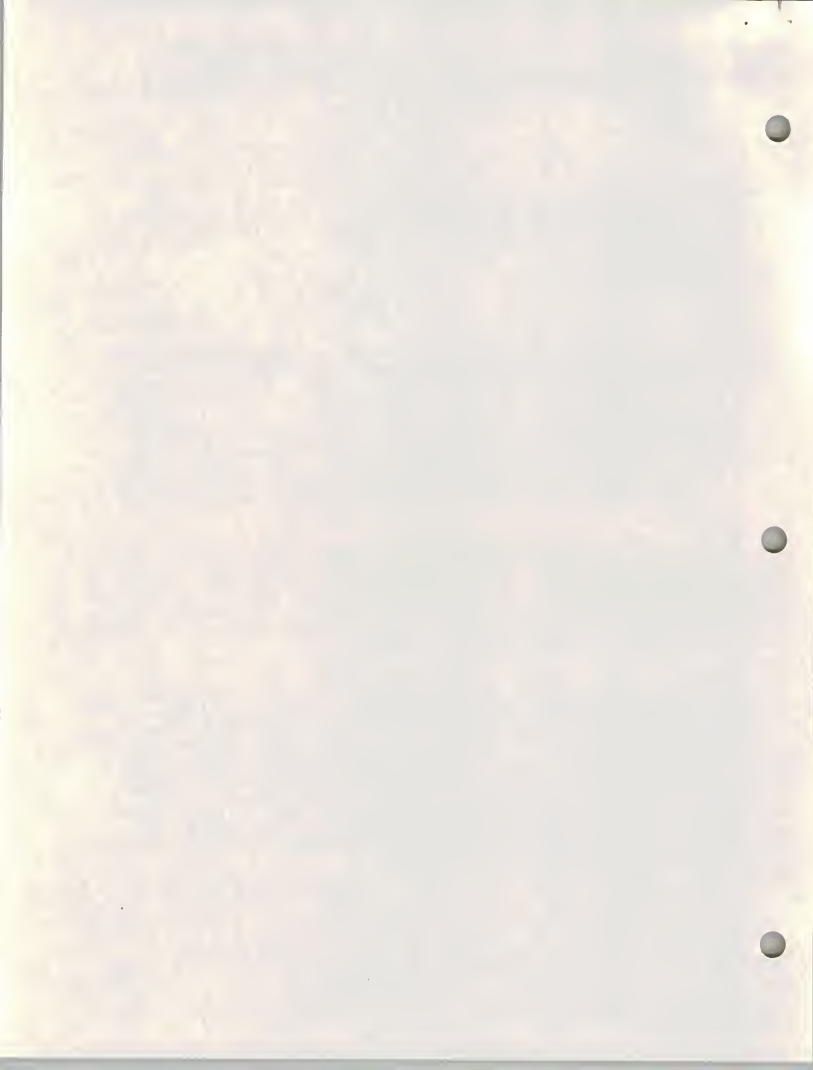
Dear Mr. Turner:

Thank you for accepting our invitation to speak at INPUT's Federal Client Conference on 20 May, 1986, at the Marriott Hotel, Pooks Hill Road, Bethesda, Maryland. A draft agenda of the conference will be sent to you shortly.

Per our conversation, the conferees will consist of marketing executives and analysts of industrial organizations that are clients of our Federal Information Systems and Services (market research) Program (FISSP). We anticipate 40-50 attendees, including some members of our Washington staff at this closed meeting.

Our clients provide adp and communications products and services to the government, and include hardware, software and systems contractors. Their interests lie in the likely directions and emerging needs of federal agencies, so that they can advise their organizations on appropriate federal business strategies. Their current focus is the theme of our conference, "Federal Information Resources in Transition."

As I indicated in my conversation with you and Tom Kurihara, our clients are interested in a range of federal department and agency information resource initiatives and needs. Among those "in transition" is the need for government-wide interconnectability, as may be influenced by OSI and other undefined standards. Of specific interest are the mission requirements of a diverse department like Transportation, with the extremes of the FAA and USCG to UMTA and NHTSA, and how these could be described functionally. We would also like to hear your perspectives of DOT's likely direction over the next five to ten years, in addressing changes in technology, compatibility, connectivity and language (including protocols).



April 9, 1986
Mr. John Turner
Page 2

You will have about an hour in mid-afternoon of the 20th, after lunch. Most speakers talk for about 35 to 40 minutes and use the remainder of the time to answer questions. We invite you to join us for the whole day, if your time permits. Otherwise, please plan to come for lunch, before you speak, and to stay the remainder of the day so that the conferees can continue to talk to you.

If you have any questions, please call me. We will ask you later for a biography and a copy of your visuals for inclusion in the conference manual.

Sincerely,


John E. Frank
Vice President

JEF/kn



INPUT

11820 PARKLAWN DRIVE, ROCKVILLE, MD 20852

(301) 231-7350

April 9, 1986

Mr. Richard Greenstein
Director, Information Resources
Management
Department of the Treasury
Room 2438
16th & Pennsylvania Avenue
Washington, D.C.

Dear Mr. Greenstein:

Thank you for accepting our invitation to speak at INPUT's Federal Client Conference on 20 May, 1986, at the Marriott Hotel, Pooks Mill Road, Bethesda, Maryland. A draft agenda of the conference will be sent to you shortly.

Per our conversation, the conferees will consist of marketing executives and analysts of industrial organizations that are clients of our Federal Information Systems and Services (market research) Program (FISSP). We anticipate 40-50 attendees, including some members of our Washington staff at this closed meeting.

Our clients provide adp and communications products and services to the government, and include hardware, software and systems contractors. Their interests lie in the likely directions and emerging needs of federal agencies, so that they can advise their organizations on appropriate federal business strategies. Their current focus is the theme of our conference, "Federal Information Resources in Transition."

As we discussed on the telephone, there is a lot of interest in your perspective of the functions office informations systems (OIS) should perform, the degree of inter-system as well as new-to-old equipment compatibility, and the need for Department-wide versus Agency-wide versus division or operation based interface of OIS networks. Since they have read our Market Analysis report on the Treasury Department, prepared with your invaluable assistance, our clients would like to know about any changes in Departmental IRM policies and trends.

Most timely would be your assessment of the likely impact of the Gramm-Rudman-Hollings Act on OIS development and Treasury Information Resource plans.

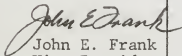


April 9, 1986
Mr. Richard Greenstein
Page 2

You will have about an hour in the morning of the 20th, just after my introductory remarks, about 10:00 a.m. Most speakers talk for about 35 to 40 minutes and use the remainder of the time to answer questions. We invite you to join us for the whole day, if your time permits. Otherwise, please plan to stay through lunch, so that the conferees can continue to talk to you.

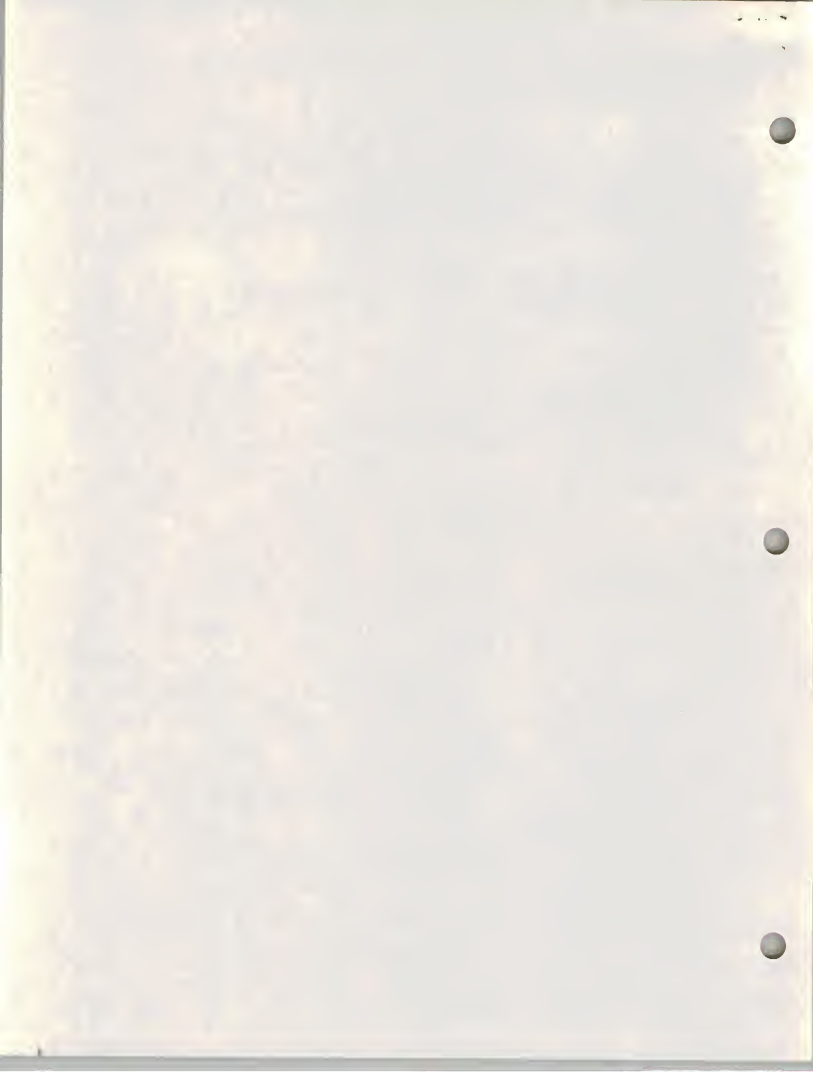
If you have any questions, please call me. We will ask you later for a biography and a copy of your visuals for inclusion in the conference manual.

Sincerely,

A handwritten signature in cursive script that reads "John E. Frank".

John E. Frank
Vice President

JEF/kn



SPEAKER LIST

John E. Frank
Vice President
INPUT
11820 Parklawn Drive, Suite 201
Rockville, MD 20852

David S. Lipson
Senior Vice President
INPUT
P.O. Box 616
Narbeth, PA 19072

Charles D. Waser
Senior Consultant
INPUT
11820 Parklawn Drive, Suite 201
Rockville, MD 20852

Irene B. Bayol
Policy Officer
Office of the Deputy Commissioner for
Information Research and Management
GENERAL SERVICES ADMINISTRATION
Washington, DC 20405

James E. Dolezal
Chief
Division of Telecommunications
Office of Information Resources Management
UNITED STATES DEPARTMENT OF THE INTERIOR
Washington, DC 20240

Richard Greenstein
Director, Information Resources Management
DEPARTMENT OF THE TREASURY
Room 2438
16th & Pennsylvania Avenue
Washington, D.C. 20222

Walter O'Neill
Government Business Relations Consultant
IBM CORPORATION
6705 Rockledge Drive
Bethesda, MD 20817

1940

1940

1940

1940

1940

1940

1940

1940

1940

1940

1940

1940

1940

1940

1940

John Turner
Director, Office of Information
Systems Telecommunications
DEPARTMENT OF TRANSPORTATION
400 7th Street, SW
Washington, DC 20590

Colonel James Warner
Technical Director
U.S. ARMY INFORMATION SYSTEMS
ENGINEERING COMMAND
Fort Belvoir, VA 22060-5456

*Colonel Philip A. Walker, Jr.
Deputy Commander
United States Information Systems
ENGINEERING COMMAND
Fort Belvoir, VA 22060-5456*





International Business Machines Corporation

6705 ROCKLEDGE DRIVE
BETHESDA, MARYLAND 20817

April 23, 1986

Ms. Karen Norwood
INPUT
11820 Parklawn Drive
Rockville, MD 20852

Dear Karen:

Per our discussion, the following information can be used for the program material on your May Client Conference:

Mr. O'Neill is employed by the IBM Corporation as a Government Business Relations Consultant. His prime area of interest is Federal Government Commercial Product Procurement Legislation, Regulation, and Policy. He serves as the chairman of CBEMA GSA Procurement Subcommittee. He is also the chairman of the ADAPSO Policy and Regulations Subcommittee.

Let me know if you need anything else.

Very truly yours,

Walter O'Neill
Federal Industry Marketing





United States Department of the Interior

OFFICE OF THE SECRETARY
WASHINGTON, D.C. 20240

APR 30 1986

Mr. John E. Frank
Vice President, INPUT
11820 Parklawn Drive
Rockville, MD 20852

Dear Mr. Frank:

It is a pleasure to accept your invitation to speak at Input's May 20th FISSP Client Conference. I have enclosed a brief biography and will provide you with a copy of my visuals before May 9, 1986. I will use vu-graph transparencies and do not require any graphic support from INPUT.

Sincerely,

James E. Dolezal, Chief
Division of Telecommunications
Office of Information Resources Management

Enclosure

cc: Karen Norwood





General Services Administration
Information Resources Management Service
Washington, DC 20405

April 22, 1984

Dear Mr. Frank:

I appreciate the information on the schedule for my presentation at your Federal Client Conference on May 21, 1986.

Enclosed is a copy of my biography as you requested. Also included is a copy of the visuals I plan to use for the presentation.

I look forward to seeing you on May 21, 1986, at the Marriott Hotel, Pooks Hill Road, Bethesda, Maryland.

Sincerely,

Irene S. Bayol
Policy Officer
Office of the Deputy commissioner
for Information Resource and
Management

Mr. John E. Frank
Vice President
Input
11820 Parklawn Drive
Rockville, MD 20852

Enclosures

1987-1988

1987-1988

1987-1988

1987-1988

1987-1988

1987-1988

1987-1988

1987-1988

FEDERAL INFORMATION SYSTEMS & SERVICES PROGRAM

CLIENT CONFERENCE ATTENDEE LIST

Jim Murray
Corporate Consultant
APPLIED DATA RESEARCH
8227 Old Court House Road
Vienna, VA 22180

Steven H. Goodman
ARTHUR ANDERSEN & COMPANY
Office of Federal Services
1666 K Street, N.W.
Washington, DC 20006

Robert M. Benarick
Operations Staff Manager
AT&T INFORMATION SYSTEMS
Room 2A35
99 Jefferson Road
Wood Hollow III
Parsippany, NJ 07054

Joseph Bergmann
AT&T TECHNOLOGIES
Computer Systems, Technical
Marketing Federal Systems
5115 Woodmire Lane
Alexandria, VA 22311

Joe Hunt
AT&T TECHNOLOGIES
P.O. Box 20046
Greensboro, NC 27420

Barbara Flaherty
Economic Analyst
BOEING COMPUTER SERVICES
7980 Boeing Court
Vienna, VA 22180

Linda Martin
Sales Support Manager
BOEING COMPUTER SERVICES
7980 Boeing Court
Vienna, VA 22180

Paul E. Prosswimmer, Jr.
Account Manager
BOEING COMPUTER SERVICES
7980 Boeing Court
Vienna, VA 22180

Jim Shay
Commercial Sales Manager
BOEING COMPUTER SERVICES
7980 Boeing Court
Vienna, VA 22180

Eva M. Veach
BOEING COMPUTER SERVICES
Network Services Group
7980-90 Gallows Court
Vienna, VA 22180

Eugene N. Kakalec, Jr.
Federal Account Manager
CINCOM SYSTEMS INC.
10467 White Granite Drive
Suite 300
Oakton, VA 22124-2740

Carolyn Theisen
Marketing Specialist
CINCOM SYSTEMS INC.
10467 White Granite Drive
Suite 300
Oakton, VA 22124-2740

Mary Ann West
Market Research
COMPUTER SCIENCES CORPORATION
6565 Arlington Boulevard
Falls Church, VA 22046

Frank Ritchie
CONTROL DATA CORPORATION
1800 N. Beauregard Street
Alexandria, VA 20852



Jon Sherwood
Senior Analyst, Market Research
GRUMMAN DATA SYSTEMS CORPORATION
250 Crossways Park Drive
Woodbury, NY 11787

Anthony Concia
Senior Product Manager
FSD Product Programs
HONEYWELL INFORMATION SYSTEMS INC.
Federal Systems Division
7900 Westpark Drive
McLean, VA 22102

Pam K. Pepper
Manager, Marketing Plans & Control
IBM
Federal Systems Division
2277 Research Boulevard
Rockville, MD 20850

Sterling E. Phillips, Jr.
Program Director of Marketing
IBM
Federal Systems Division
18100 Frederick Pike
Gaithersburg, MD 20879

Bob Sweeney
Manager, FSD Marketing Plans & Controls
IBM
6600 Rockledge Drive
Bethesda, MD 20817

Jeffrey Hubscher
Federal Marketing Representative
LITTON COMPUTER SERVICES
1831 Michael Faraday Drive
Reston, VA 22090

Gayle Williams
LITTON COMPUTER SERVICES
1831 Michael Faraday Drive
Reston, VA 22031

Jim Givens
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane
Greenbelt, MD 20770

Rebecca K. Williams
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane
Greenbelt, MD 20770

Frank Zembrose
Field Operations Manager
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane
Greenbelt, MD 20770

Don Erat
Director, NASA Marketing
OAO CORPORATION
7500 Greenway Center
Greenbelt, MD 20770

Eileen Mowle
Manager, Corporate Marketing
OAO CORPORATION
7500 Greenway Center
Greenbelt, MD 20770

Walter A. Kennedy
Director, Strategic Planning
PLANNING RESEARCH CORPORATION
PRC Government Information Systems
1500 Planning Research Drive.
McLean, VA 22102

James S. Kurz
QUINN, RACUSIN, JENKINS & RUTTENBERG
1730 K Street, NW
Suite 700
Washington, DC 20006

James E. Russell
Corporate Vice President
SCIENCE APPLICATIONS INTERNATIONAL
CORPORATION
1710 Goodridge Drive
McLean, VA 22102

Lewis Taynton
Manager, Business Development
Corporate Marketing
SCIENCE APPLICATIONS INTERNATIONAL
CORPORATION
1710 Goodridge Drive
McLean, VA 22102



Michael J. Xenos
President
SONEX ENTERPRISES, INC.
1945 Gallows Road
Suite 610
Vienna, VA 22180

Charles C. Covey
Manager, Strategic Planning
Federal Systems Division
SPERRY CORPORATION
Information Systems Group
8008 Westpark Drive
McLean, VA 22102

Margaret Zimic
SPERRY CORPORATION
8008 Westpark Drive
McLean, VA 22102

Richard Dunlavey
Vice President, General Manager
Information Systems & Services Division
STERLING SOFTWARE
6011 Executive Boulevard
Rockville, MD 20852

Karen O. Sherman
Project Manager
Health & Natural Resources Department
STERLING SOFTWARE
6011 Executive Boulevard
Rockville, MD 20852

Geno Tolari
President
Federal Systems Group
STERLING SOFTWARE
6011 Executive Boulevard
Rockville, MD 20852

Bernard A. Cohen
President
SYSTEM AUTOMATION CORPORATION
8555 Sixteenth Street
Silver Spring, MD 20910

Joseph Hasuly
Director
SYSTEM AUTOMATION CORPORATION
8555 Sixteenth Street
Silver Spring, MD 20910

Jim Lapinski
SYSTEM DEVELOPMENT CORPORATION
8201 Greensboro Drive
McLean, VA 22101

Arthur Slotkin
SYSTEM DEVELOPMENT CORPORATION
8201 Greensboro Drive
McLean, VA 22101

Suzanne Swenson
Manager, Marketing Information Systems
SYSTEM DEVELOPMENT CORPORATION
7921 Jones Branch Drive
McLean, VA 22102

Daniel R. Illisevich
Associate
SYSTEMS RESEARCH AND APPLICATIONS
CORPORATION
2000 15th Street North
Arlington, VA 22201

Richard A. Opseth
Senior Technical Director
U.S. WEST ADVANCED TECHNOLOGIES
6200 South Quebec Street
Englewood, CO 80111



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Jim Murray
Name and Title
APPLIED DATA RESEARCH
Company Name
3227 Old Court House Rd
Company Address
VIENNA, VA 22180
()
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

☐ Enclosed is a check for the additional attendees

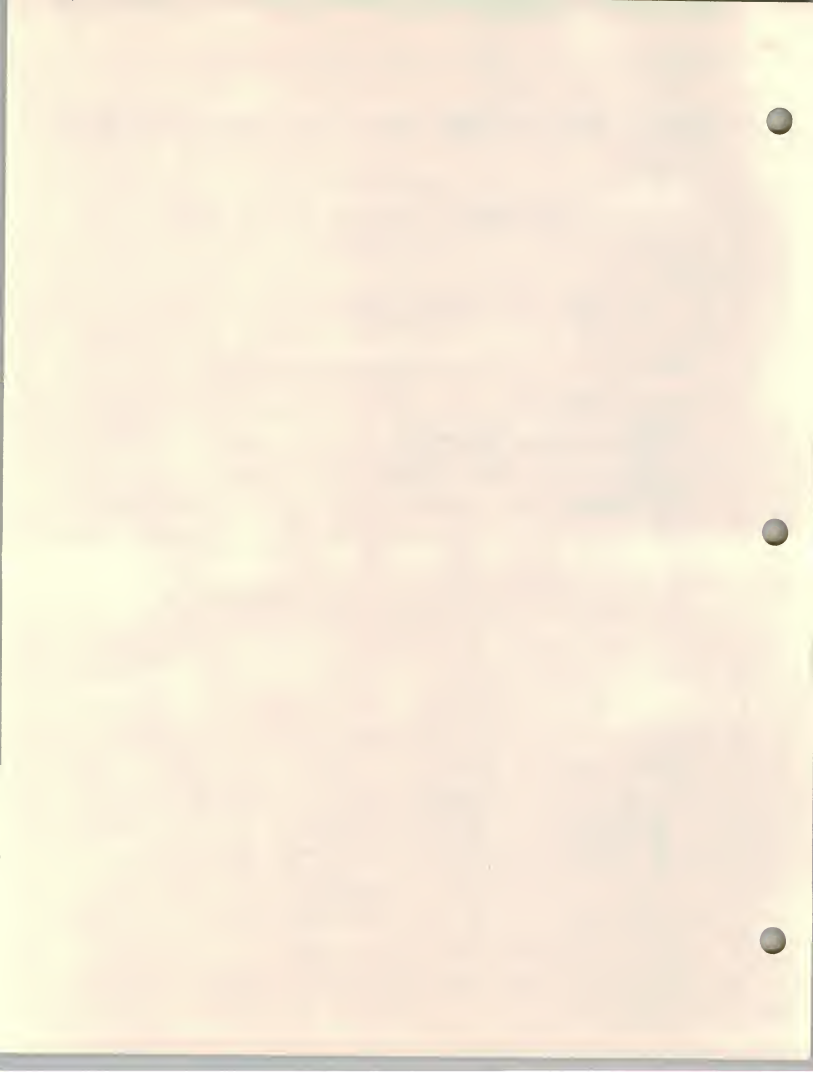
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

STEVEN H. GOODMAN MANAGER
Name and Title
ARTHUR ANDERSON & CO
Company Name
OFFICE OF FED. SERVICES
Company Address
1666 K. STREET NW
WASHINGTON DC 20006 (202) 862-3100
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

C. THOMPSON ROSS (Tom) PARTNER
(NOT OFFICE OF FED SERVICES BUT SAME ADDRESS)

☐ Enclosed is a check for the additional attendees

☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You

15-20 MS 100-1000

MAY 15 1986

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Name and Title

Robert M. BENARICK

Company Name

AT&T

Company Address

99 JEFFERSON ROAD, Room 2A35

PARSIPPANY, NEW JERSEY 07054

(201) 581-5917

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

☐ Enclosed is a check for the additional attendees

☐ Please bill my company for the additional attendees

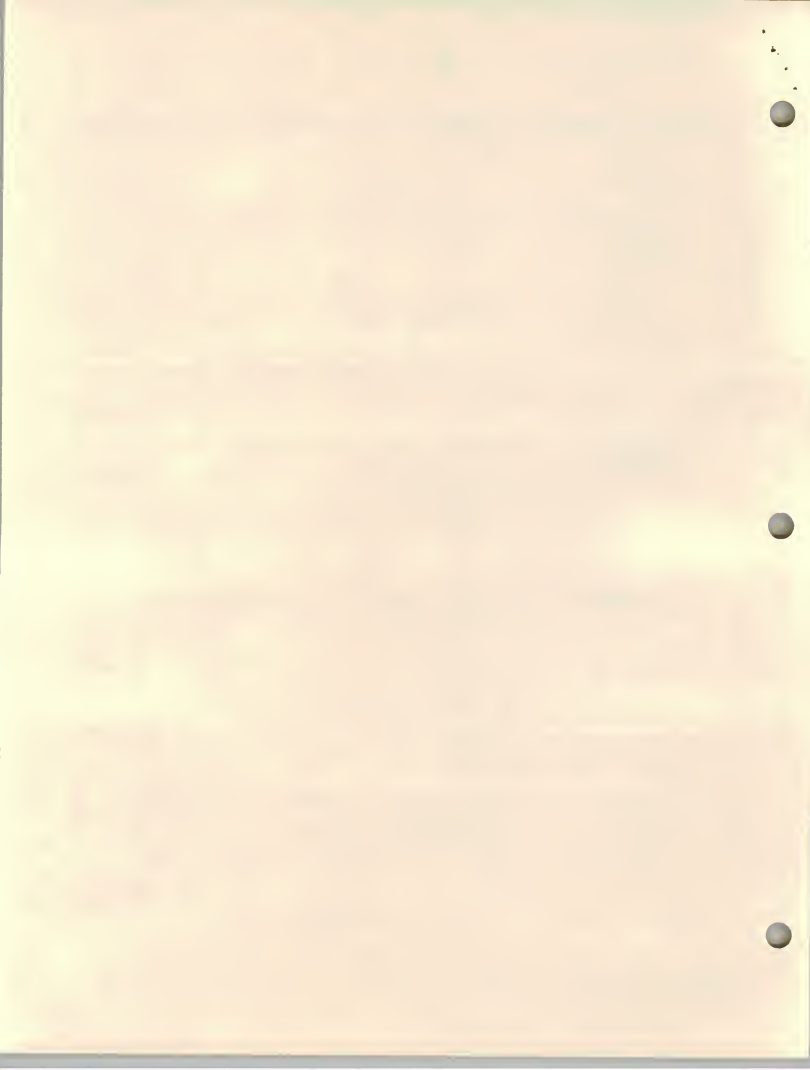
Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT

1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Name and Title KAREN NYQUIST Manager Computer Product Sales
Company Name AT&T Information Systems Federal
Company Address 1 SPEEDWELL AVE Room 351 E
MORRISTOWN, NJ 07960
Company Phone (201) 898-2490

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

DON CORPSON
AT&T Information System
1 SPEEDWELL 308 E

☐ Enclosed is a check for the additional attendees

☒ Please bill my company for the additional attendees

Invoice:

Attention:

Paula Waite
Room 351AE

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Joseph BERGMANN

Name and Title

AT & T TECHNOLOGIES

Company Name

5115 WOODMIRE LANE

Company Address

ALEXANDRIA, VA 22311

()

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

JOE HUNT

DEPARTMENT 6082

PO BOX 20046

GREENSBORO, NC 27420

☐ Enclosed is a check for the additional attendees

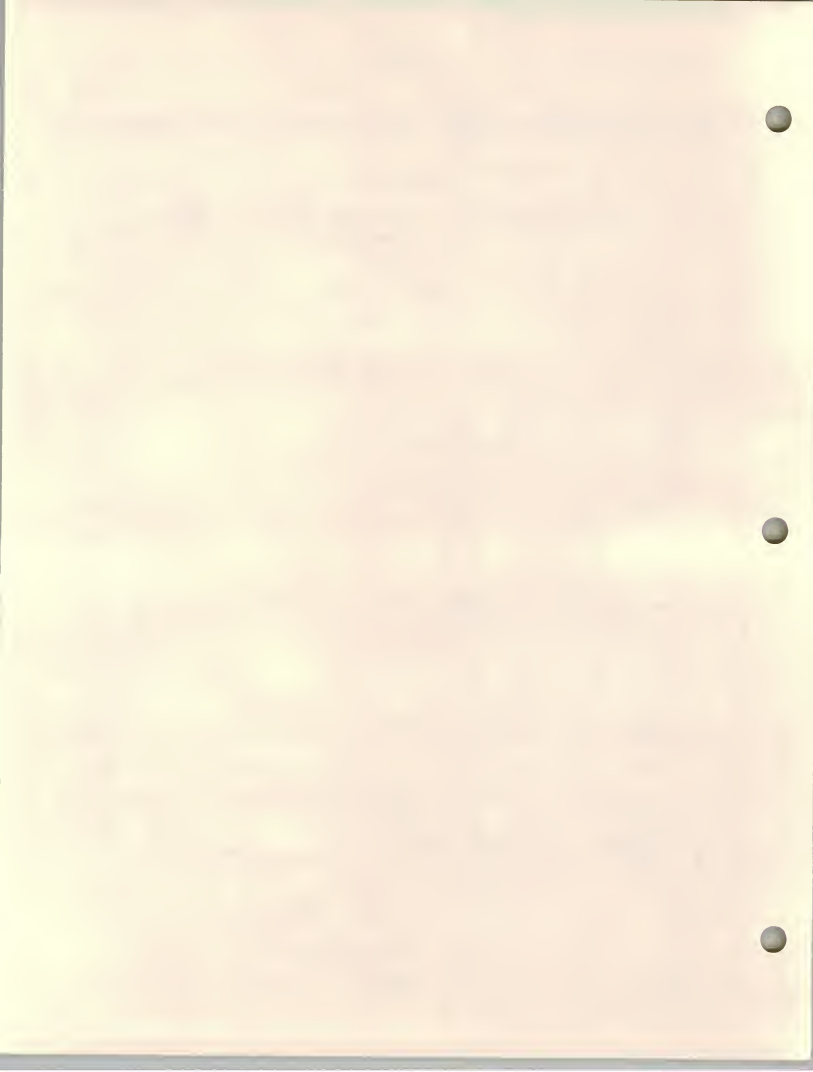
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

MAY 5 1986

☒ I will

☐ I will not be able to attend the Client Conference

BARBARA A. FLAHERTY - ECONOMIC ANALYST
Name and Title

BOEING COMPUTER SERVICES
Company Name

7980 BOEING CT
Company Address

VIENNA, VA 22180

(703) 821-6526
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

☐ Enclosed is a check for the additional attendees

☒ Please bill my company for the additional attendees

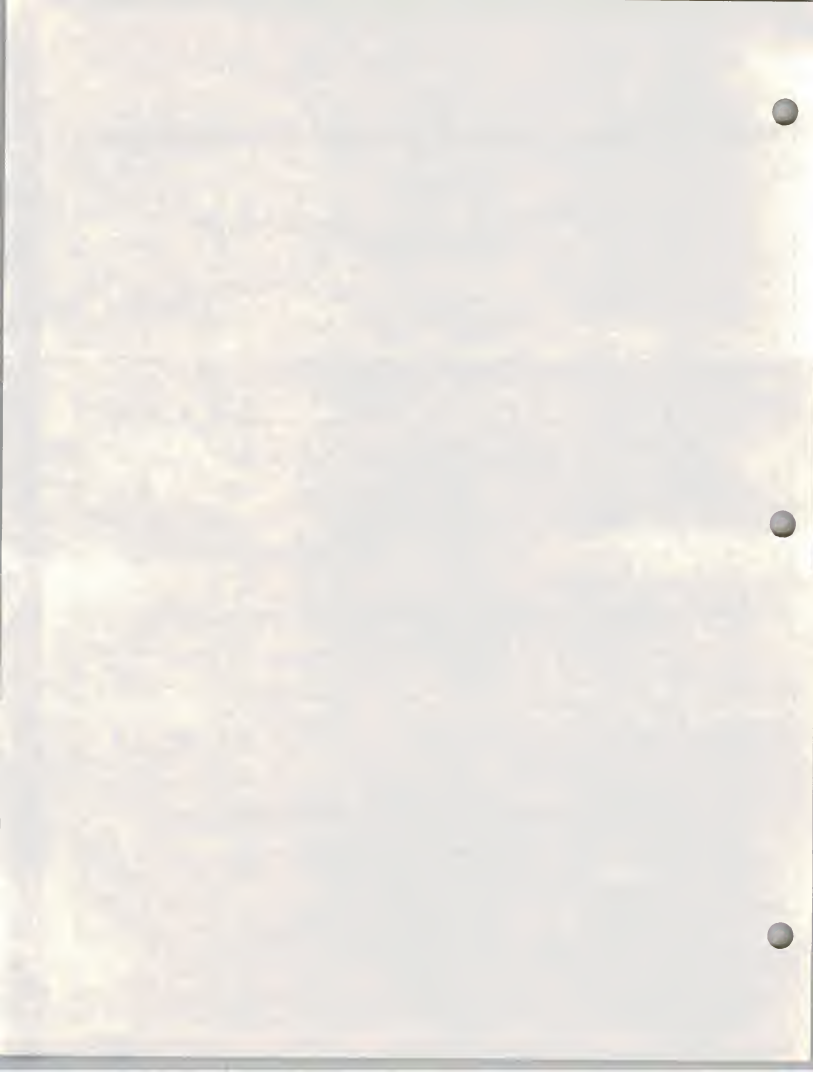
Jan - I'm the extra
so send the bill
to me. thx.

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Name and Title JAMES SMITH DIRECTOR GOVT INFORMATION
Company Name BOEING SERVICES
7980 BOEING CT BUSINESS DEVELOPMENT
Company Address VIENNA, VA 22180
(703) 821-6401
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

EVA M. VESCH PRODUCT PLANNING MANAGER
Douglas C. LOVEJOY GOVERNMENT TELECOMMUNICATIONS
MARKETING

☐ Enclosed is a check for the additional attendees

Please return this form by May 7, 1986 to:

☒ Please bill my company for the additional attendees

Jan McDaniel
Manager, Conferences and Seminars

bill
send to attention
Judy Miller

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Charles A. Hall, Director Government Sales Operations
Name and Title

Boeing Computer Services
Company Name

7980 Boeing Ct.
Company Address

Vienna, VA. 22180

(703) 827-7232

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

Linda W. Martin Sales Support Manager 827-7219

Jim Shay Comm1 Sales Manager 827-7269

☐ Enclosed is a check for the additional attendees

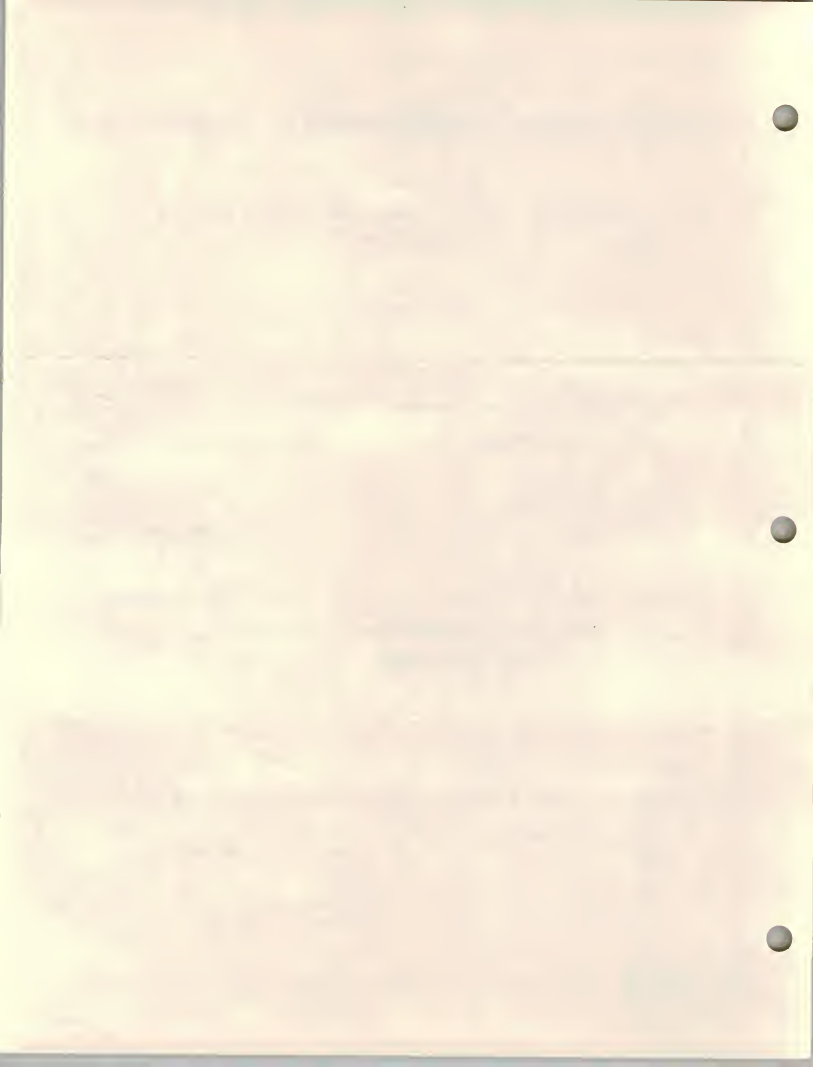
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



MAY 2 1986

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Robert M. Woodruff Director, Marketing Operations
Name and Title
Boeing Computer Services Company
Company Name
P.O. Box 24346, M/S 9C-20
Company Address
Seattle, Washington 98124-0346

(206) 575-5267

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

- ☐ Enclosed is a check for the additional attendees
- ☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Carolyn Thiesen
Name and Title

QINCOM

Company Name

9461 SILVER KING COURT

Company Address

FAIRFAX, VA 22031

()

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

GENE KAKALEC

Kathy Tillotson

☐ Enclosed is a check for the additional attendees

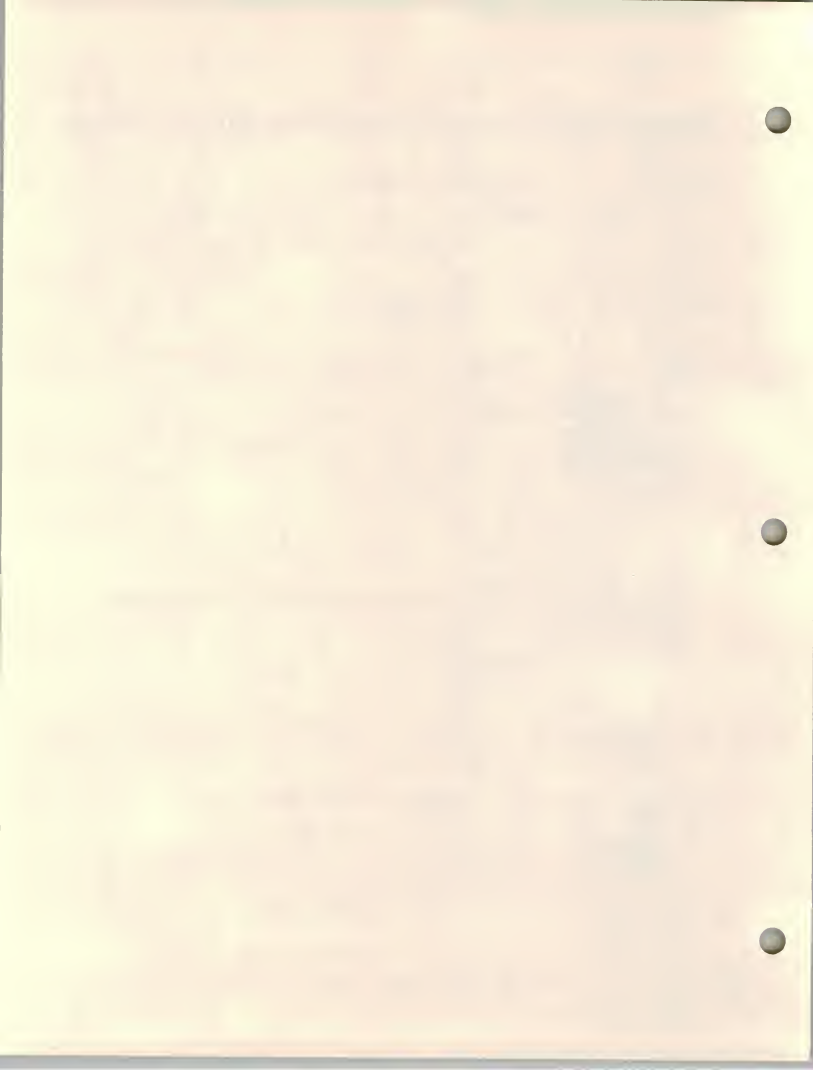
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Name and Title EVAN LOCK ASSISTANT TO THE PRESIDENT
Company Name COMPUTER COMMAND AND CONTROL CO.
2401 WALNUT STREET, SUITE 402
Company Address PHILADELPHIA PA 19103
()
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

☐ Enclosed is a check for the additional attendees

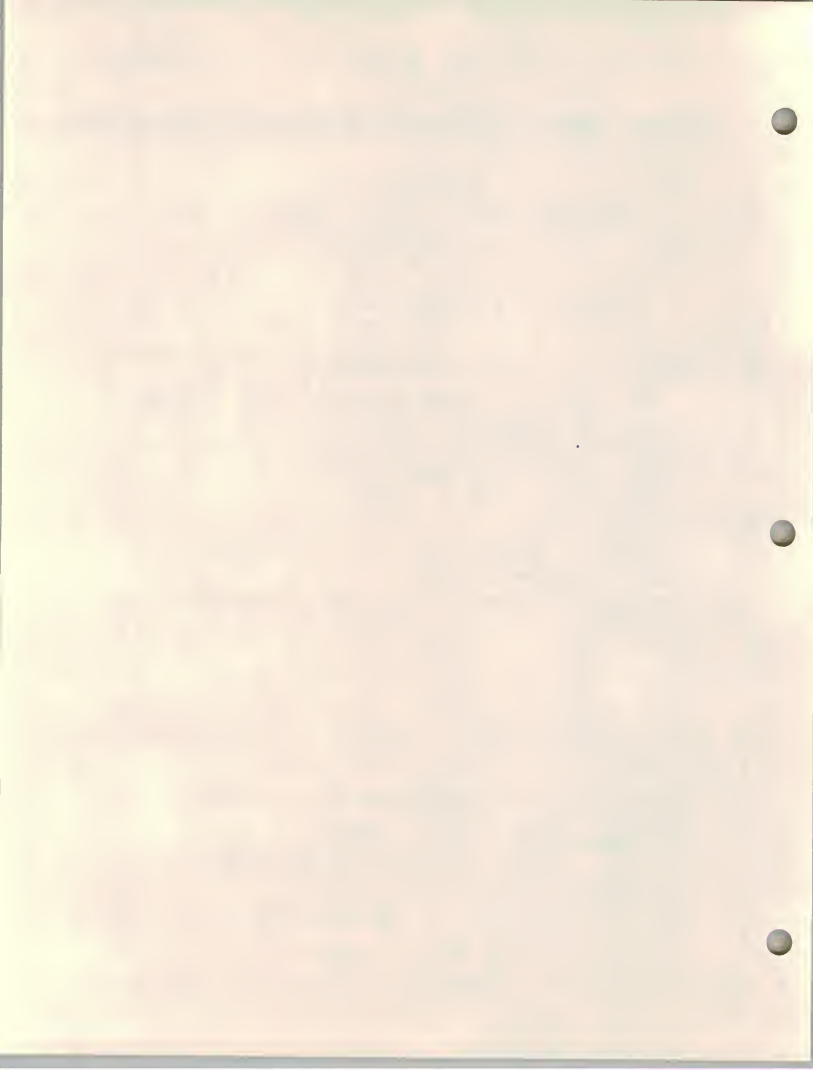
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☐ I will

☒ I will not be able to attend the Client Conference

Name and Title Wayne Kelly, Mgr M&T Res

Company Name Computer Sciences Corp

Company Address 6565 Arlington Blvd

Falls Church VA 22046

(703) 538-7870
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

Mary Ann West - Market Research

Randy Griffin - Mgr, OIS Group

Alan Spivack - Mgr, OIS Group

☐ Enclosed is a check for the additional attendees

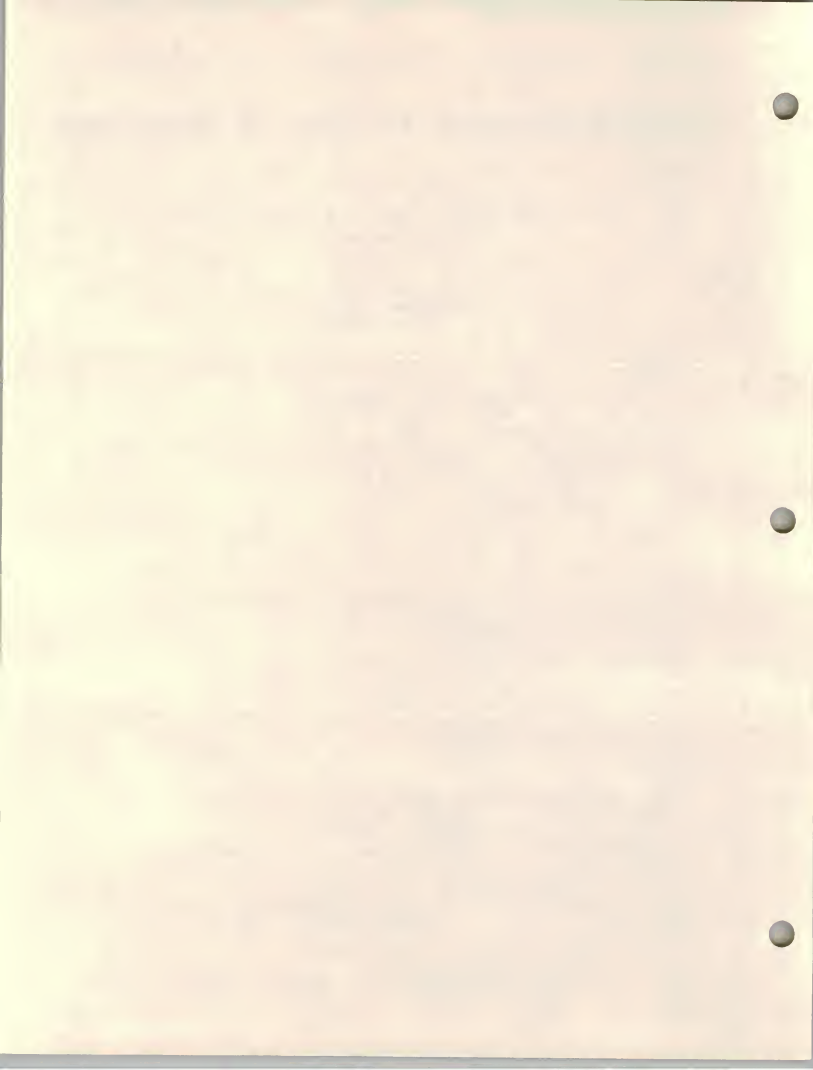
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Name and Title

*Ellen
MERRY KORPAN*

Company Name

CONTEL

Company Address

*SYSTEMS DIVISION
FEDERAL DEPARTMENT*

*12015 LEE-JACKSON Highway
FAIRFAX, VA 22033*

Company Phone

(703) 359-7800

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

- ☐ Enclosed is a check for \$295 for the first attendee, \$150 for each additional attendee.
- ☐ Please bill my company for the additional attendees.

Please return this form by May 12, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You.



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

FRANK Ritchie
Name and Title

CONTROL Data Corporation
Company Name

1800 North Beauford St
Company Address

ALEXANDRIA, VA 22311

()
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

☐ Enclosed is a check for the additional attendees

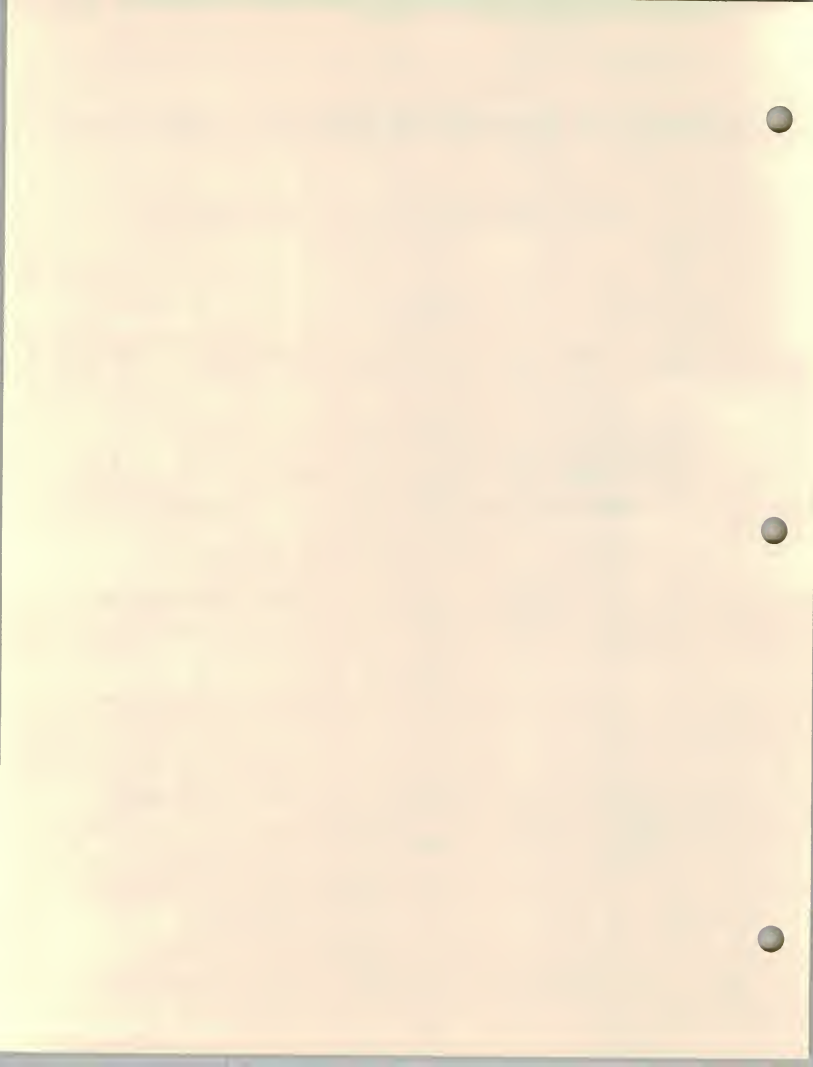
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



APR 24 1986

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Name and Title John F. Puhala, President
Company Name GENSYS CORP.
Company Address 11820 ROCKFORD PARKWAY DRIVE
Rockville, Md 20852
Company Phone (301) 770-4600

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

☐ Enclosed is a check for the additional attendees

☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Jon
DEFENSE
SHERWOOD *SENIOR MARKET RESEARCH ANALYST*
Name and Title
GRUMMAN DATA 5
Company Name
250 CROSSWAYS PARK DRIVE
Company Address
WOODBURY NY 11797
(516) 682-5124
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

☐ Enclosed is a check for the additional attendees

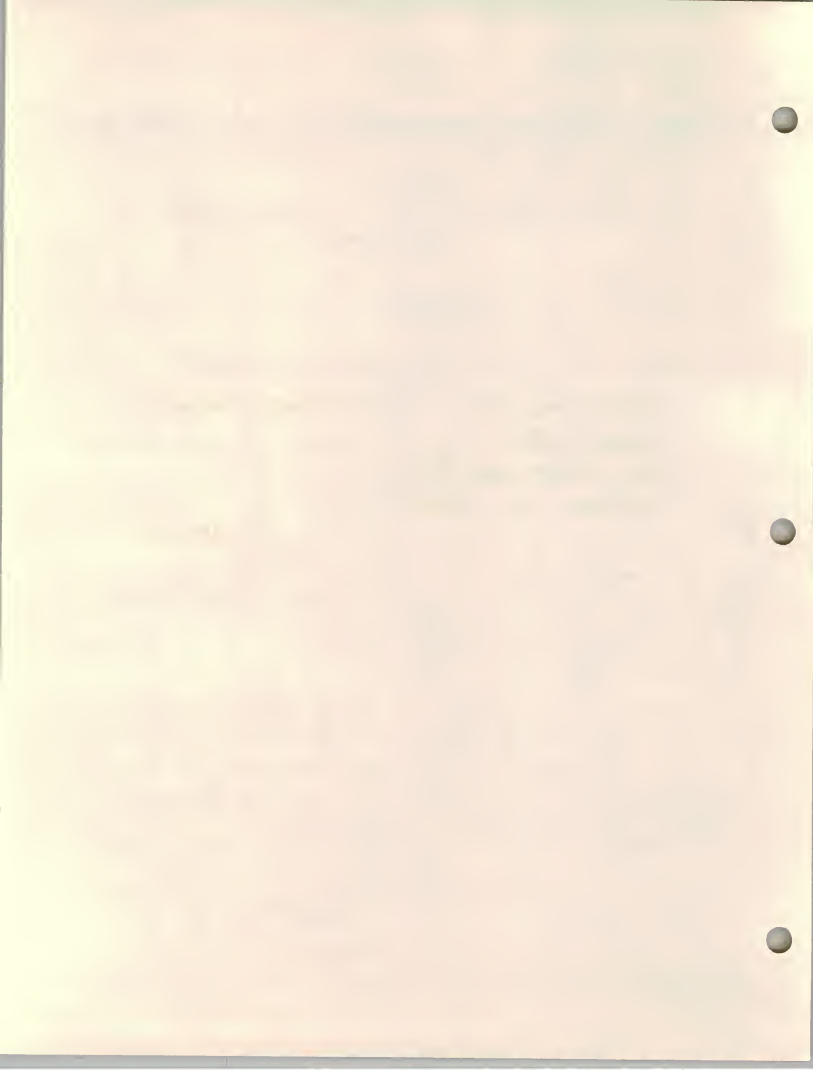
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



MAY 12 1986

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

TONY CONCIA SR PRODUCT MANAGER
Name and Title

HONEYWELL
Company Name

7900 WESTPARK DRIVE
Company Address

MCLEAN VA 22102

(301) 827-1200
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

☐ Enclosed is a check for the additional attendees

☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You

2000-01-01 00:00:00

2000-01-01 00:00:00

2000-01-01 00:00:00

2000-01-01 00:00:00

2000-01-01 00:00:00

2000-01-01 00:00:00

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Pam Pepper
Name and Title

Manager, Marketing Plans & Controls

IBM
Company Name

2277 RESEARCH BVD
Company Address

Room 3F3

Rockville, MD 20850

(301) 670-5122

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

Sterling Phillips
IBM

Program Director, Marketing

18100 Frederick Pike
Guthrieberg, MD 20877

(301) 940-7727

Bob Sweeney
IBM

MANAGER FSD Marketing
Plans & Controls

☐ Enclosed is a check for the additional attendees

Please return this form by May 7, 1986 to:

☐ Please bill my company for the additional attendees

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

6600 Rockledge Dr
Bethesda, MD 20817

Thank You

(301) 493-1563



FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

RUTH K. SCOGNA ; MANAGER OF TECHNICAL SERVICES
Name and Title

LITTON COMPUTER SERVICES
Company Name

1831 MICHAEL FARADAY DR.
Company Address

BOSTON VA. 22031

(703) 471-9200

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

Gayle Williams - Federal Marketing Representative

Jeff Hubbscher - " " "

VERN SMITH " " "

☐ Enclosed is a check for the additional attendees

☒ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



sent 4/30/86

MAY, 5 1

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

- ☒ I will ☐ I will not be able to attend the Client Conference

Robert E. Lohfeld, Senior Vice President, Strategic Planning Group
Name and Title
QAO Corporation
Company Name
7500 Greenway Center
Company Address
Greenbelt, MD 20770-3585
(301) 345-0750 x1148
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):
Don Erat, Marketing Account Manager for NASA/Commerce Program
Eileen Mowle, Manager, Corporate Marketing Information Center

- ☐ Enclosed is a check for the additional attendees
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

MR. JAMES KURZ, ESQ.
Name and Title

WINN, RUCISIN, JENKINS, RUTTENBERG
Company Name

SUITE 700
Company Address

1730 K STREET, NW
WASHINGTON DC 20004
Company Address

()
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

☐ Enclosed is a check for the additional attendees

☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



APR 28 1986

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Suzanne Swenson, Mgr. Marketing Information
Name and Title Systems

System Development
Company Name Corporation

1925 Jones Branch Drive
Company Address

McLean, Virginia 22102

(703) 847-3378
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

☐ Enclosed is a check for the additional attendees

☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You

APR 28 1986

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland



☐ I will not be able to attend the Client Conference

Name and Title

Arthur L. Slotkin

Company Name

System Development Corporation

Company Address

8201 Greensboro Drive

McLean, Va 22101

(703) 847-3503

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

TBD

☐ Enclosed is a check for the additional attendees

☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You

10



APR 28 1986

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Name and Title JAMES E. Russell Corporate Vice President

SAIC

Company Name

1710 Goodridge Drive

Company Address

McLean, VA 22102

(703) 821-4443

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

☐ Enclosed is a check for the additional attendees

☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

*guest of
John Frank*

☒ I will

☐ I will not be able to attend the Client Conference

Michael Xenos
Name and Title
SONIX ENTERPRISES, INC.
Company Name
1945 Galloway Road
Company Address
VIENNA, VA 22180
()
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

☐ Enclosed is a check for the additional attendees

☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



Jeany - I plan on attending if you agree
it makes sense - *DM*

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

MAY

8 1986

☒ I will

☐ I will not be able to attend the Client Conference

DM Williams
Name and Title

Company Name

Company Address

Tynglet / McDaniel Douglas

2070 CHAM BRIDGE RD

Frederick, Va.

22180

703 (790) 973L

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

☐ Enclosed is a check for \$295 for the first attendee, \$150 for each additional attendee.

☐ Please bill my company for the additional attendees.

Please return this form by May 12, 1986 to:

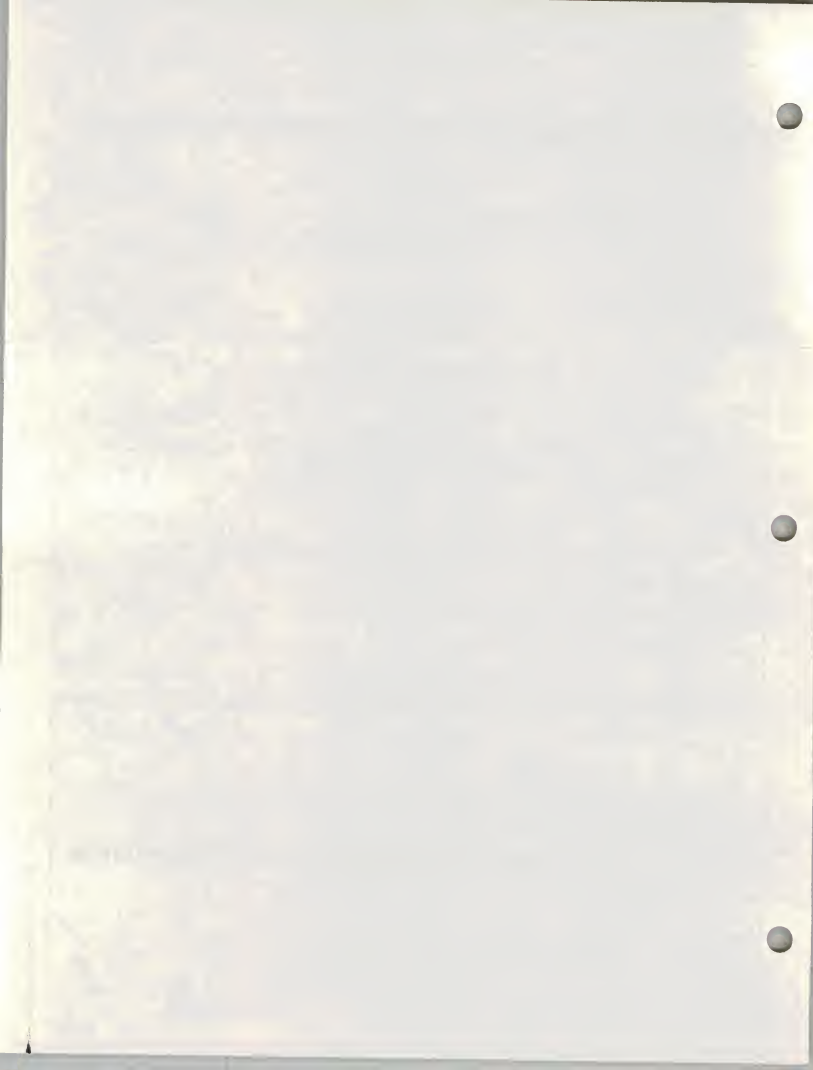
Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You.

DM Arnold

415-960-3990



MAY 8 1986

FEDERAL INFORMATION RESOURCES IN TRANSITION

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☐ I will

☒ I will not be able to attend the Client Conference

Name and Title

Vincent D. Bradshaw, Vice President Federal Government

Company Name

US WEST Information Systems, Inc.

Company Address

7564 Standish Place, Suite 112

Rockville, Maryland 20855

(301) 294-1444

Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

Stanley S. Schneider, 301-294-1456

National Director, Fed. Program Mngt.

Jim Harrison, 303-889-6250

Vice President, Marketing *Conrad*

Edward Snyder, 301-294-1414

National Director, Fed. Marketing

Charles Lillis, 303-889-6465

Vice President, Strategic Marketing

Everett H. Teare, 301-294-1492

National Director, Fed. Marketing Op.

Trent Winegar, 303-796-6711, President,

Business Sales and Services

Dick Opsath, 301-889-6425

Senior Technical Director

Mike Kennedy, 303-889-6013

Director, Strategic Acct. Mngt.

☐ Enclosed is a check for the additional attendees

☒ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel

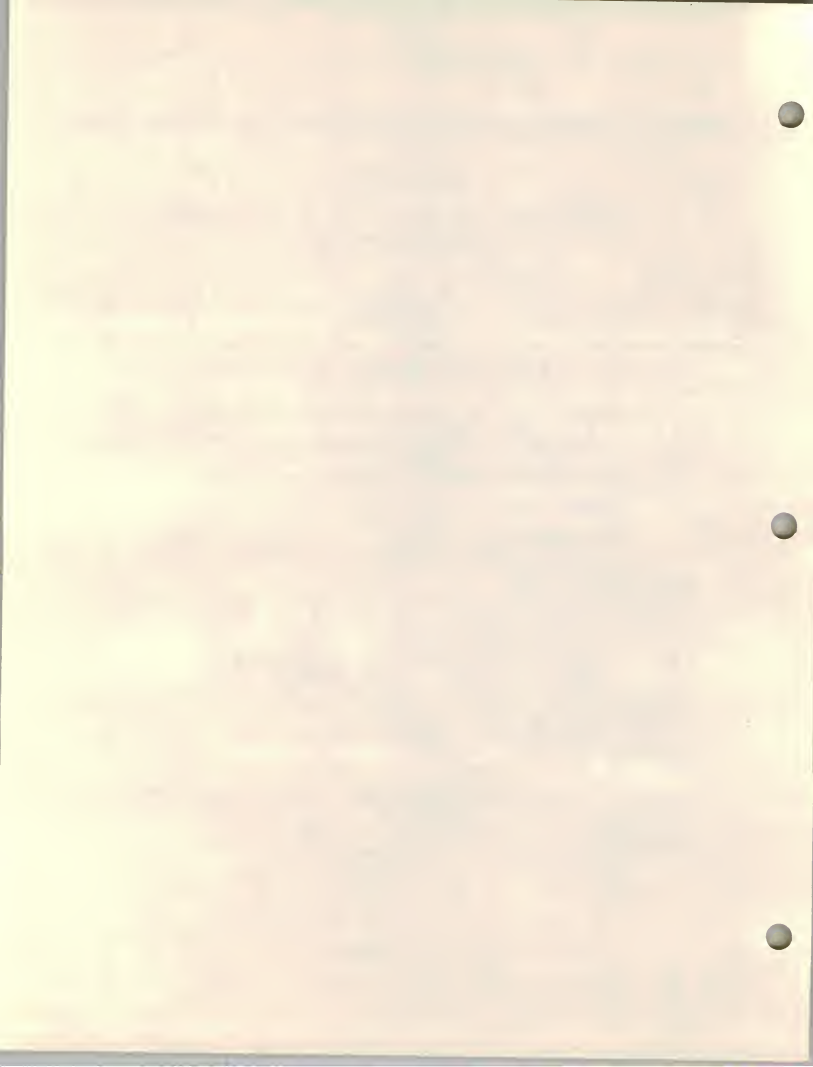
Manager, Conferences and Seminars

INPUT

1943 Landings Drive
Mountain View, CA 94043

Thank You

INPUT
GOV6



FEDERAL INFORMATION RESOURCES IN TRANSITION

Lisa Krueger

Registration Form:

Federal Information Systems and Services Program Client Conference

May 20-21, 1986
Bethesda Marriott Hotel
Bethesda, Maryland

☒ I will

☐ I will not be able to attend the Client Conference

Dick Opsath *Senior Technical Director*
Name and Title
U.S. West Advanced Technologies
Company Name
6200 S Quebec Street
Company Address
Englewood, CO 80111 *303 889-6544*
(303) 889-6544
Company Phone

Please complete the following:

- Names and titles of other attendees (give address and phone number if different from above):

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

☐ Enclosed is a check for the additional attendees

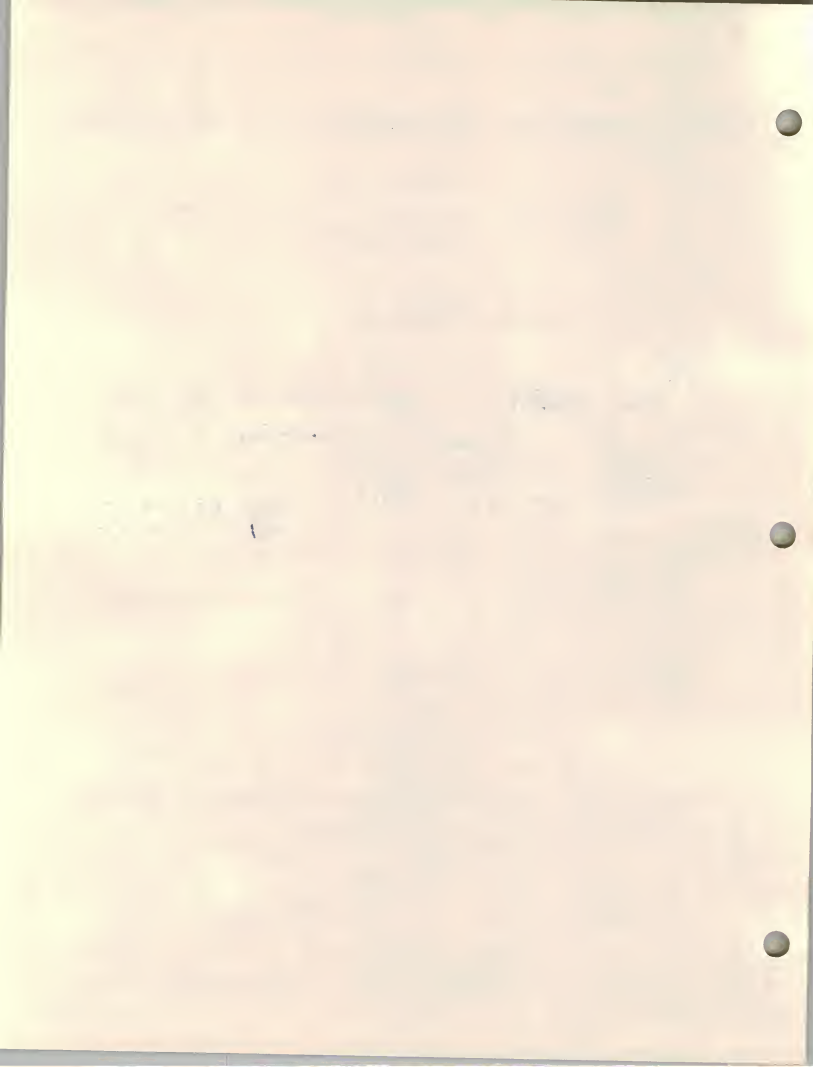
☐ Please bill my company for the additional attendees

Please return this form by May 7, 1986 to:

Jan McDaniel
Manager, Conferences and Seminars

INPUT
1943 Landings Drive
Mountain View, CA 94043

Thank You



INPUT

11820 PARKLAWN DRIVE, ROCKVILLE, MD 20852

(301) 931-7350

April 21, 1986

Mr. James Kurz, Esq.
Quinn, Racusin, Jenkins, Ruttenberg
Suite 700
1730 K Street, NW
Washington, DC 20006

Dear Jim:

You are invited to attend INPUT's Federal Client Conference on May 20-21, 1986 at the Bethesda Marriott. The theme of the conference is "Federal Information Resources in Transition."

Registration and continental breakfast will be available from 8:30 to 9:15 on Tuesday, the 20th, with lunch in the Kona Kai and wine and cheese tasting at 4 p.m. The conference will start again at 9:15 on Wednesday, the 21st, and end with lunch.

Our speakers will cover several current topics, such as office information systems, networks, connectivity, Ada applications beyond embedded computers and end-user computing trends. Walt O'Neill will discuss legislative and regulatory trends, and I'll provide an updated overview of the federal adp/telecomm market.

I'm looking forward to seeing you at the conference and have you meet members of the INPUT staff.

Sincerely,

John
John E. Frank
Vice President

JEF/kn

Jim,
These people
have accepted
invitation to
FISSP Conference.



INPUT

11820 PARKLAWN DRIVE, ROCKVILLE, MD 20852

(301) 231-7350

January 15, 1986

Mr. Michael J. Xenos
Sonex Enterprises, Inc.
Suite
1945 Old Gallows Road
Vienna, VA 22180

Dear Mike:

Enclosed are copies of Procurement Analysis Report Releases
G-PB5 and G-PB6. The principal agency coverage is Air Force,
Army, Navy, Treasury, Commerce and NASA.

The remainder of DOD-Defense Agencies and some additional programs
for GSA and Commerce are now in production and should be mailed
shortly.

A new Section IX - Awards and Deletions and a replacement
Section IV - Index are also being printed and should ship in
a few weeks.

I'll call you after our annual planning session next week, to
arrange for lunch.

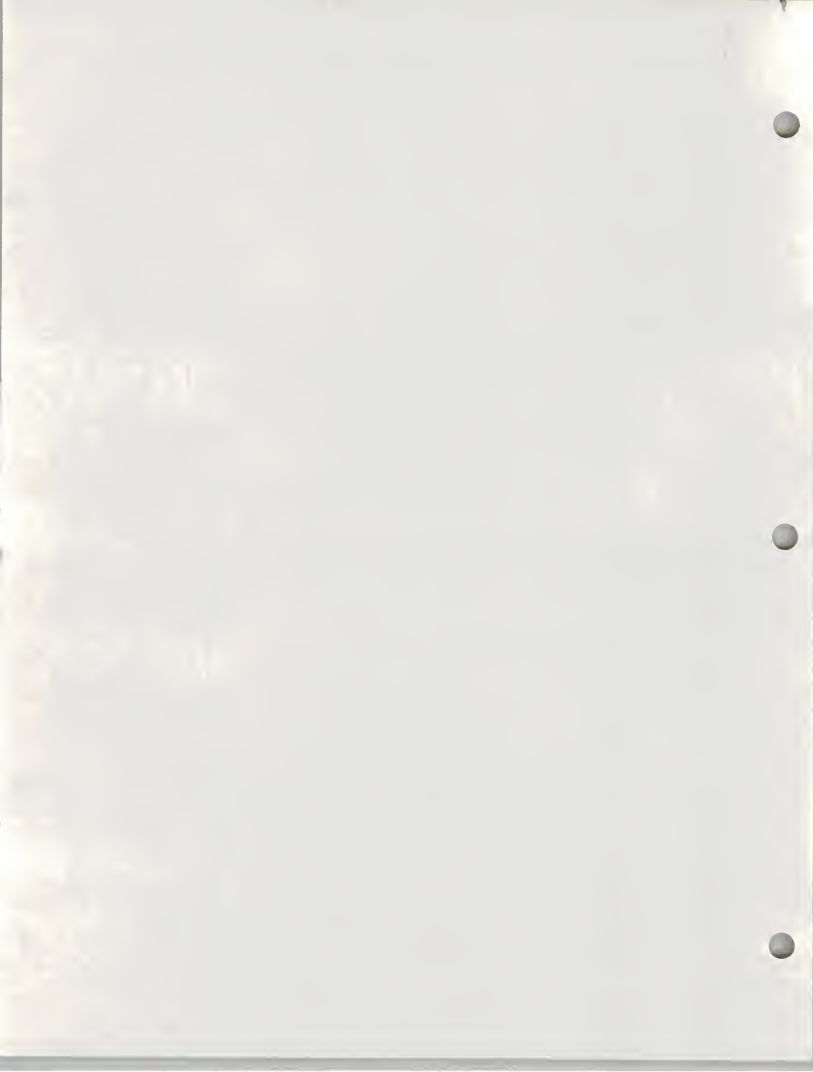
Sincerely,


John E. Frank
Vice President

Enclosures

JEJ/jfw

G PB 7
G PB 3
G PB 9
G PCL



INPUT

11820 PARKLAWN DRIVE, ROCKVILLE, MD 20852

(301) 231-7350

April 23, 1986

Mr. Evan Lock
Assistant to the President
Computer Command and Control Co.
2401 Walnut Street, Suite 402
Philadelphia, PA 19103

Dear Evan:

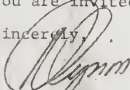
The purpose of this letter is to invite you to our Federal Information Systems and Services conference on May 20-21, 1986.

The conference is being held at the Bethesda Marriott Hotel which is at the intersection of Wisconsin Avenue and Route 495 (the Beltway).

Enclosed is an agenda.

You are invited as my guest without a fee.

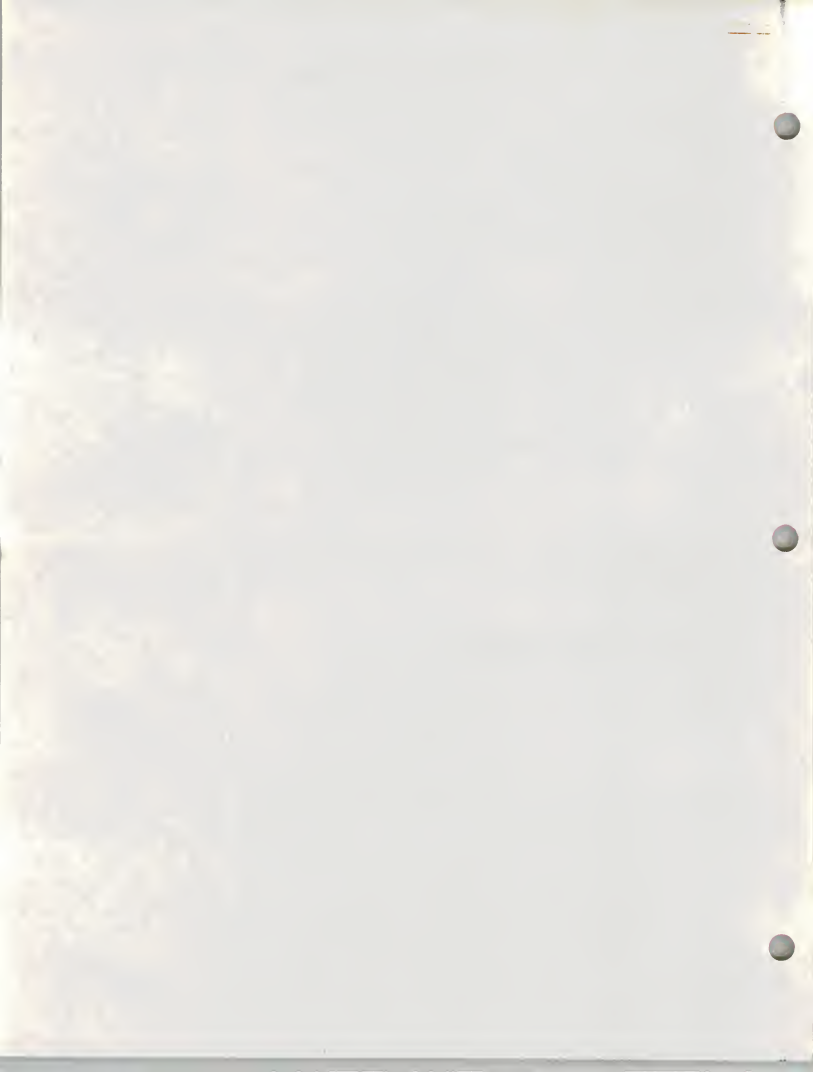
Sincerely,



David S. Lipson
Senior Vice President

Enclosure

cc: John Frank - INPUT



May 30, 1986

NO ITEM TO INSERT

NO ITEM TO INSERT

Dear
NO ITEM TO INSERT
:

The 1986 Federal Information Systems and Services Program Client Conference was a success thanks to your participation. I hope you found the two days both informative and enjoyable.

Enclosed is a copy of the updated conference attendee list. Also, you will find a copy of the two overheads used by Mr. James Dolezal that were not in the notebook. Please add these copies to your conference notebook so it will be complete.

In July, INPUT will be hosting two one-day seminars that you might be interested in attending. On July 24 in Los Angeles and July 30 in New York City the topic will be "Distributed Processing Services." On July 25 in Los Angeles and July 31 in New York City the topic will be "Departmental Software." If you would like additional information on these seminars, please call me at (415) 960-3990.

It was a pleasure seeing you last week in Bethesda. Let me know if you have any questions about the conference proceedings.

Yours sincerely,

Jan McDaniel
Marketing Manager

JM:ml

Enclosures

1944

1945

1946

1947

1948

1949

1950

1951

index,name,address,salutation

index1. Mr. Jim Murray
Corporate Consultant
APPLIED DATA RESEARCH
8227 Old Court House Road
Vienna, VA 22180
Mr. Murray

index2. Mr. Steven H. Goodman
ARTHUR ANDERSEN & COMPANY
Office of Federal Services
1666 K Street, N.W.
Washington, DC 20006
Mr. Goodman

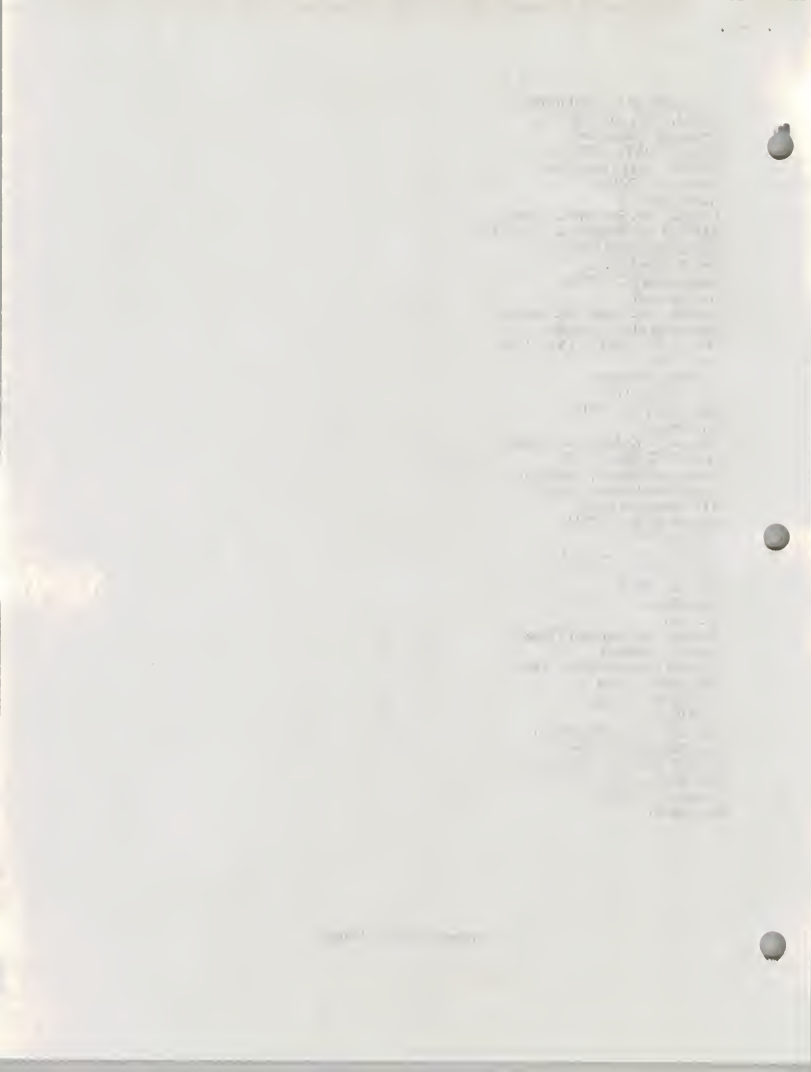
index3. Mr. Robert M. Benarick
Operations Staff Manager
AT&T INFORMATION SYSTEMS
Room 2A35
99 Jefferson Road
Wood Hollow III
Parsippany, NJ 07054
Mr. Benarick

index4. Mr. Joseph Bergmann
AT&T TECHNOLOGIES
Computer Systems, Technical
Marketing Federal Systems
5115 Woodmire Lane
Alexandria, VA 22311
Mr. Bergmann

index5. Mr. Joe Hunt
AT&T TECHNOLOGIES
P.O. Box 20046
Greensboro, NC 27420
Mr. Hunt

index6. Ms. Barbara Flaherty
Economic Analyst
BOEING COMPUTER SERVICES
7980 Boeing Court
Vienna, VA 22180
Ms. Flaherty

index7. Ms. Linda Martin
Sales Support Manager
BOEING COMPUTER SERVICES
7980 Boeing Court
Vienna, VA 22180
Ms. Martin



index8. Mr. Paul E. Prosswimmer, Jr.

Account Manager

BOEING COMPUTER SERVICES

7980 Boeing Court

Vienna, VA 22180

Mr. Prosswimmer

index9. Mr. Jim Shay

Commercial Sales Manager

BOEING COMPUTER SERVICES

7980 Boeing Court

Vienna, VA 22180

Mr. Shay

index10. Ms. Eva M. Veach

BOEING COMPUTER SERVICES

Network Services Group

7980-90 Gallows Court

Vienna, VA 22180

Ms. Veach

index11. Mr. Eugene N. Kakalec, Jr.

Federal Account Manager

CINCOM SYSTEMS INC.

10467 White Granite Drive

Suite 300

Oakton, VA 22124-2740

Mr. Kakalec

index12. Ms. Carolyn Theisen

Marketing Specialist

CINCOM SYSTEMS INC.

10467 White Granite Drive

Suite 300

Oakton, VA 22124-2740

Ms. Theisen

index13. Ms. Mary Ann West

Market Research

COMPUTER SCIENCES CORPORATION

6565 Arlington Boulevard

Falls Church, VA 22046

Ms. West

index14. Mr. Frank Ritchie

CONTROL DATA CORPORATION

1800 N. Beauregard Street

Alexandria, VA 20852

Mr. Ritchie

index15. Mr. Jon Sherwood

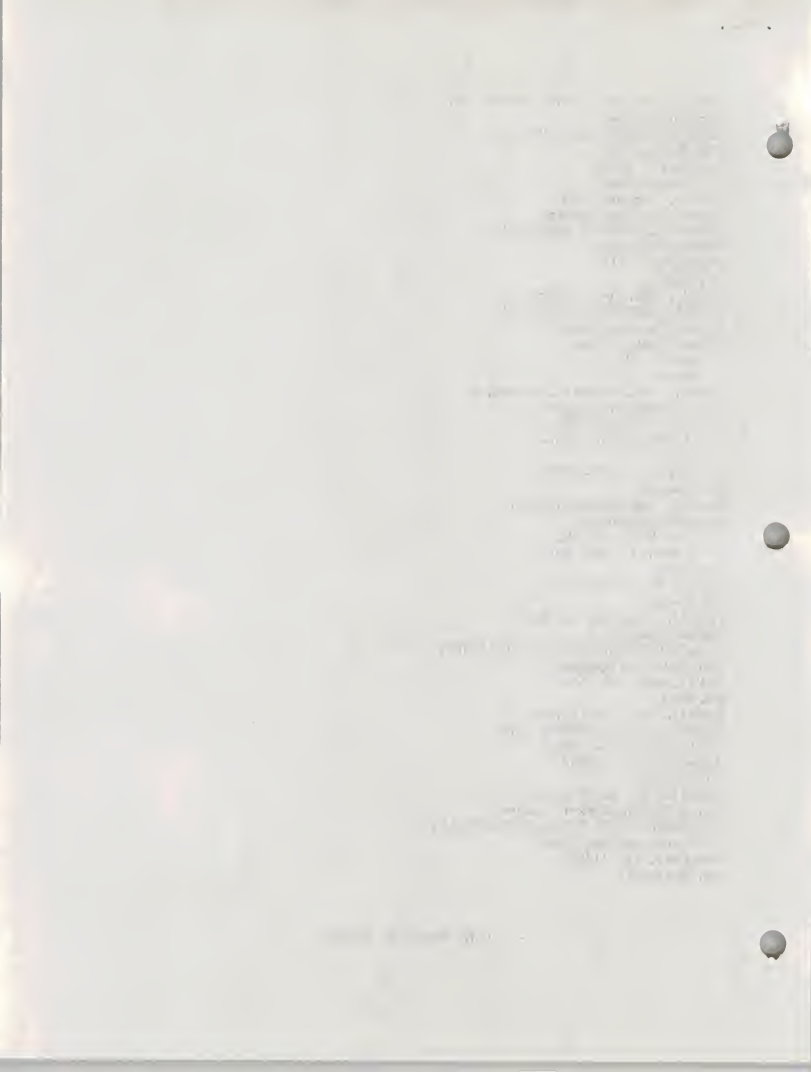
Senior Analyst, Market Research

GRUMMAN DATA SYSTEMS CORPORATION

250 Crossways Park Drive

Woodbury, NY 11787

Mr. Sherwood



index16. Mr. Anthony Concia
Senior Product Manager
FSD Product Programs
HONEYWELL INFORMATION SYSTEMS INC.

Federal Systems Division
7900 Westpark Drive
McLean, VA 22102

Mr. Concia

index17. Ms. Pam K. Pepper
Manager, Marketing Plans & Control
IBM

Federal Systems Division
2277 Research Boulevard
Rockville, MD 20850

Ms. Pepper

index18. Mr. Sterling E. Phillips, Jr.
Program Director of Marketing
IBM

Federal Systems Division
18100 Frederick Pike
Gaithersburg, MD 20879

Mr. Phillips

index19. Mr. Bob Sweeney
Manager, FSD Marketing Plans & Controls
IBM

6600 Rockledge Drive
Bethesda, MD 20817

Mr. Sweeney

index20. Mr. Jeffrey Hubscher
Federal Marketing Representative
LITTON COMPUTER SERVICES

1831 Michael Faraday Drive
Reston, VA 22090

Mr. Hubscher

index21. Ms. Gayle Williams
LITTON COMPUTER SERVICES
1831 Michael Faraday Drive

Reston, VA 22031

Ms. Williams

index22. Mr. Jim Givens
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane

Greenbelt, MD 20770

Mr. Givens

index23. Ms. Rebecca K. Williams
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane

Greenbelt, MD 20770

Ms. Williams

index24. Mr. Frank Zembrose
Field Operations Manager
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane
Greenbelt, MD 20770
Mr. Zembrose

index25. Mr. Don Erat
Director, NASA Marketing
OAO CORPORATION
7500 Greenway Center
Greenbelt, MD 20770
Mr. Erat

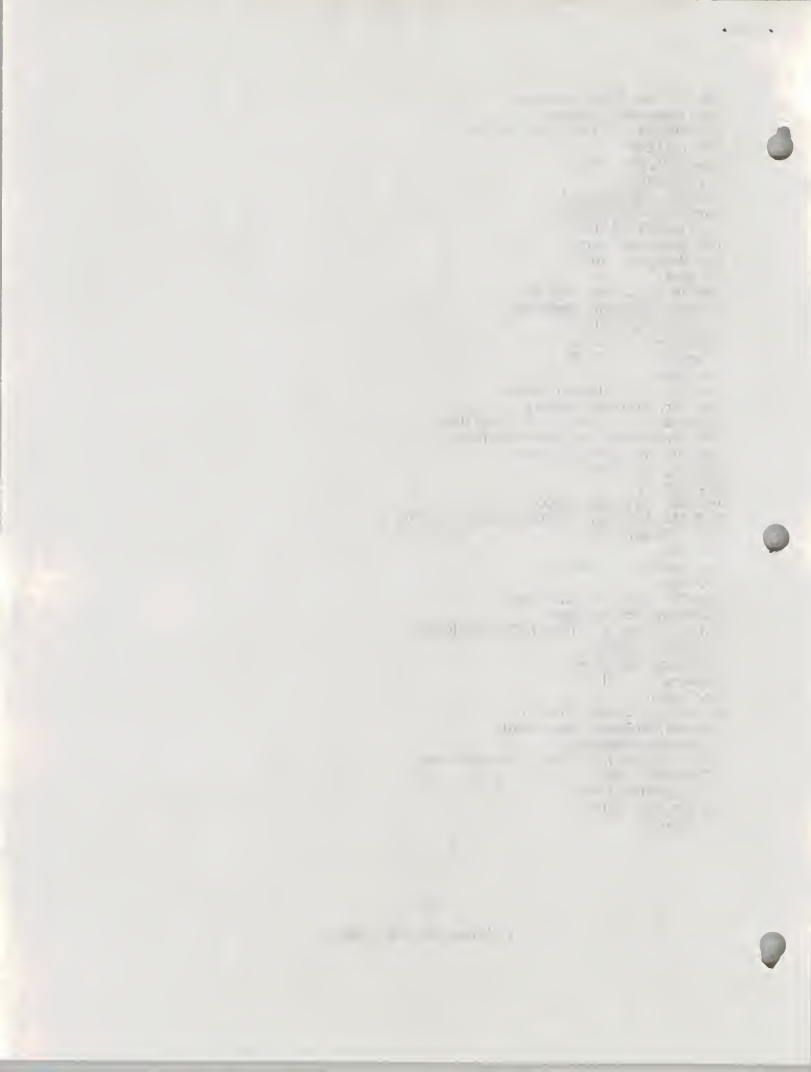
index26. Ms. Eileen Mowle
Manager, Corporate Marketing
OAO CORPORATION
7500 Greenway Center
Greenbelt, MD 20770
Ms. Mowle

index27. Mr. Walter A. Kennedy
Director, Strategic Planning
PLANNING RESEARCH CORPORATION
PRC Government Information Systems
1500 Planning Research Drive
McLean, VA 22102
Mr. Kennedy

index28. Mr. James S. Kurz
QUINN, RACUSIN, JENKINS & RUTTENBERG
1730 K Street, NW
Suite 700
Washington, DC 20006
Mr. Kurz

index29. Mr. James E. Russell
Corporate Vice President
SCIENCE APPLICATIONS INTERNATIONAL
CORPORATION
1710 Goodridge Drive
McLean, VA 22102
Mr. Russell

index30. Mr. Lewis Taynton
Manager, Business Development
Corporate Marketing
SCIENCE APPLICATIONS INTERNATIONAL
CORPORATION
1710 Goodridge Drive
McLean, VA 22102
Mr. Taynton



index31. Mr. Michael J. Xenos
President
SONEX ENTERPRISES, INC.
1945 Gallows Road
Suite 610

Vienna, VA 22180

Mr. Xenos

index32. Mr. Charles C. Covey
Manager, Strategic Planning
Federal Systems Division
SPERRY CORPORATION
Information Systems Group

8008 Westpark Drive

McLean, VA 22102

Mr. Covey

index33. Ms. Margaret Zimic

SPERRY CORPORATION

8008 Westpark Drive

McLean, VA 22102

Ms. Zimic

index34. Mr. Richard Dunlavy

Vice President, General Manager

Information Systems & Services Division

STERLING SOFTWARE

6011 Executive Boulevard

Rockville, MD 20852

Mr. Dunlavy

index35. Ms. Karen O. Sherman

Project Manager

Health & Natural Resources Department

STERLING SOFTWARE

6011 Executive Boulevard

Rockville, MD 20852

Ms. Sherman

index36. Mr. Geno Tolari

President

Federal Systems Group

STERLING SOFTWARE

6011 Executive Boulevard

Rockville, MD 20852

Mr. Tolari

index37. Mr. Bernard A. Cohen

President

SYSTEM AUTOMATION CORPORATION

8555 Sixteenth Street

Silver Spring, MD 20910

Mr. Cohen

index38. Mr. Joseph Hasuly

Director

SYSTEM AUTOMATION CORPORATION

8555 Sixteenth Street

Silver Spring, MD 20910

Mr. Hasuly

1. The first part of the report is a general introduction to the subject of the study. It discusses the importance of the study and the objectives of the research. It also provides a brief overview of the methodology used in the study.

2. The second part of the report is a detailed description of the study area. It includes information about the location of the study area, the population of the study area, and the characteristics of the study area. It also discusses the data sources used in the study.

3. The third part of the report is a detailed description of the study results. It includes information about the findings of the study, the conclusions drawn from the findings, and the implications of the findings. It also discusses the limitations of the study and the need for further research.

4. The fourth part of the report is a conclusion and recommendations section. It summarizes the main findings of the study and provides recommendations for future research and policy. It also discusses the overall impact of the study and the need for further research.

index39. Mr. Jim Lapinski
SYSTEM DEVELOPMENT CORPORATION
8201 Greensboro Drive
McLean, VA 22101
Mr. Lapinski

index40. Mr. Arthur Slotkin
SYSTEM DEVELOPMENT CORPORATION
8201 Greensboro Drive
McLean, VA 22101
Mr. Slotkin

index41. Ms. Suzanne Swenson
Manager, Marketing Information Systems
SYSTEM DEVELOPMENT CORPORATION
7921 Jones Branch Drive
McLean, VA 22102
Ms. Swenson

index42. Mr. Daniel R. Illisevich
Associate
SYSTEMS RESEARCH AND APPLICATIONS
CORPORATION
2000 15th Street North
Arlington, VA 22201
Mr. Illisevich

index43. Mr. Richard A. Opseth
Senior Technical Director
U.S. WEST ADVANCED TECHNOLOGIES
6200 South Quebec Street
Englewood, CO 80111
Mr. Opseth

Jan

May 9, 1986

NO ITEM TO INSERT

NO ITEM TO INSERT

Dear

NO ITEM TO INSERT

:

Thank you for confirming your attendance at INPUT's upcoming Federal Information Systems and Services Program client conference. Enclosed is a copy of the conference agenda.

Registration and continental breakfast will begin on Tuesday, May 20 at 8:30 A.M. with the first presentation beginning at 9:15 A.M.

If you have any questions about the conference, please do not hesitate to call me at (415) 960-3990. We look forward to seeing you in Bethesda.

Sincerely,

Jan McDaniel
Marketing Manager

Enclosure

index,name,address,salutation

index1. Mr. Steven H. Goodman
 Manager
 ARTHUR ANDERSEN & COMPANY
 Office of Federal Services
 1666 K Street N.W.
 Washington, D.C. 20006
 Mr. Goodman
 (202) 862-3100

index2. Mr. C. Thompson Ross
 ARTHUR ANDERSEN & COMPANY
 1666 K Street N.W.
 Washington, D.C. 20006
 Mr. Ross

index3. Mr. Henry C. Clark
 Operations Manager
 28H65 SBC BELL SOUTH ENTERPRISES
 675 W. Peachtree Street, N.E.
 Atlanta, GA 30375
 Mr. Clark
 (404) 420-7151

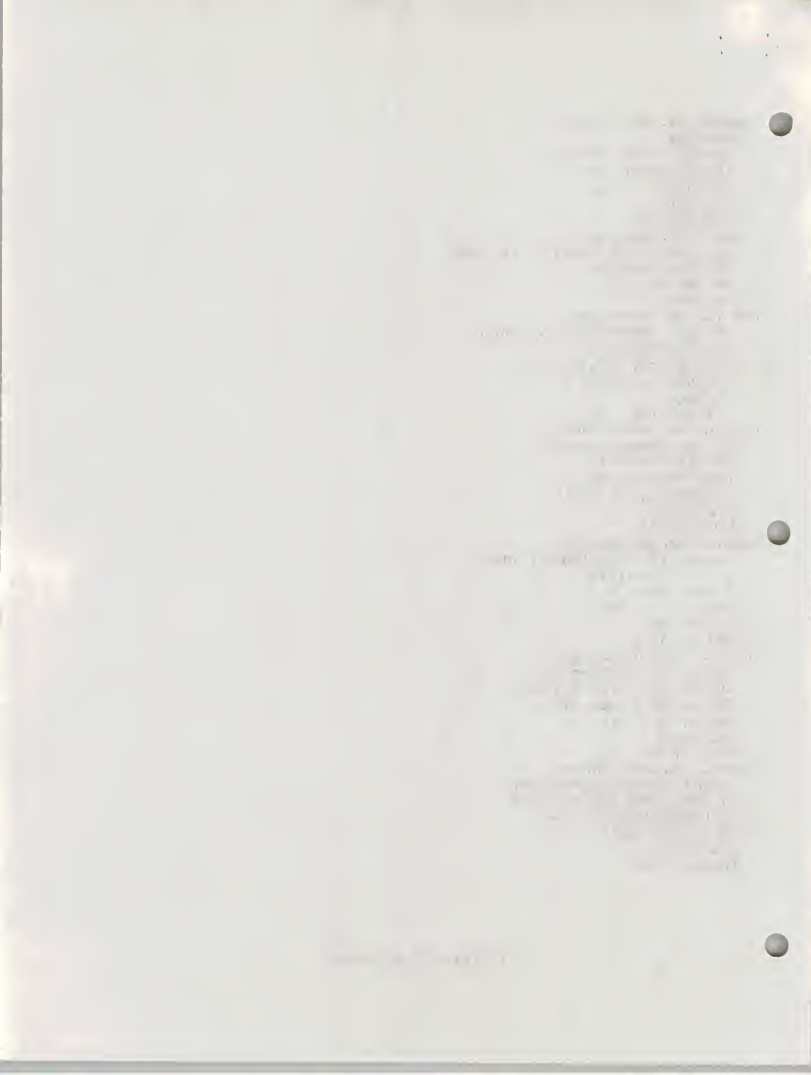
index4. Ms. Barbara A. Flaherty
 Economic Analyst
 BOEING COMPUTER SERVICES
 7980 Boeing Court
 Vienna, VA 22180
 Ms. Flaherty
 (703) 821-6526

index5. Mr. Robert M. Woodruff
 Director, Marketing Operations
 BOEING COMPUTER SERVICES COMPANY
 P.O. Box 24346, M/S 9C-20
 Seattle, WA 98124-0346
 Mr. Woodruff
 (206) 575-5267

index6. Mr. Evan Lock
 Assistant to the President
 COMPUTER COMMAND AND CONTROL CO.
 2401 Walnut Street, Suite 402
 Philadelphia, PA 19103
 Mr. Lock

index7. Ms. Merry Ellen Korpan
 CONTEL
 Systems Division/Federal Department
 12015 Lee-Jackson Highway
 Fairfax, VA 22033
 Ms. Korpan
 (703) 359-7800

- index8. Mr. John P. Puhala
President
GENASYS CORPORATION
11820 Parklawn Drive
Rockville, IN 20852
Mr. Puhala
(301) 770-4600
- index9. Mr. Tony Concia
HONEYWELL INFORMATION SYSTEMS
7900 West Park Drive
McLean, VA 22102
Mr. Concia
- index10. Ms. Pam Pepper
Manager, Marketing Plans & Control
IBM CORPORATION
2277 Research Blvd., Room 3F3
Rockville, MD 20850
Ms. Pepper
(301) 670-5122
- index11. Mr. Sterling Phillips
Program Director, Marketing
IBM CORPORATION
18100 Frederick Pike
Gaithersburg, MD 20877
Mr. Phillips
(301) 840-7727
- index12. Mr. Bob Sweeney
Manager, FSD Mktg Plans & Control
IBM CORPORATION
6600 Rockledge Drive
Bethesda, MD 20817
Mr. Sweeney
(301) 493-1563
- index13. Ms. Ruth K. Scogna
Manager, Technical Services
LITTON COMPUTER SERVICES
1831 Michael Faraday Drive
Reston, VA 22031
Mr. Scogna
(703) 471-9200
- index14. Ms. Gayle Williams
Federal Marketing Representative
LITTON COMPUTER SERVICES
1831 Michael Faraday Drive
Reston, VA 22031
Ms. Williams
(703) 471-9200



index15. Mr. Jeff Hubscher

Federal Marketing Representative

LITTON COMPUTER SERVICES

1831 Michael Faraday Drive

Reston, VA 22031

Mr. Hubscher

(703) 471-9200

index16. Mr. Kern Smith

Federal Marketing Representative

LITTON COMPUTER SERVICES

1831 Michael Faraday Drive

Reston, VA 22031

Mr. Smith

(703) 471-9200

index17. Mr. Robert E. Lohfeld

Sr. VP, Strategic Planning Group

OAO CORPORATION

7500 Greenway Center

Greenbelt, MD 20770-3585

Mr. Lohfeld

(301) 345-0750 x1148

index18. Mr. Don Erat

Marketing Account Manager for

NASA/Commerce Program

OAO CORPORATION

7500 Greenway Center

Greenbelt, MD 20770-3585

Mr. Erat

index19. Ms. Eileen Mowle

Manager, Corporate Marketing

Information Center

OAO CORPORATION

7500 Greenway Center

Greenbelt, MD 20770-3585

Ms. Mowle

index20. Mr. James Kurz

QUINN, RACUSIN, JENKINS, RUTTENBERG

1730 K Street N.W., Suite 700

Washington, D.C. 20006

Mr. Kurz

index21. Ms. Suzanne Swenson

Manager Marketing Info Systems

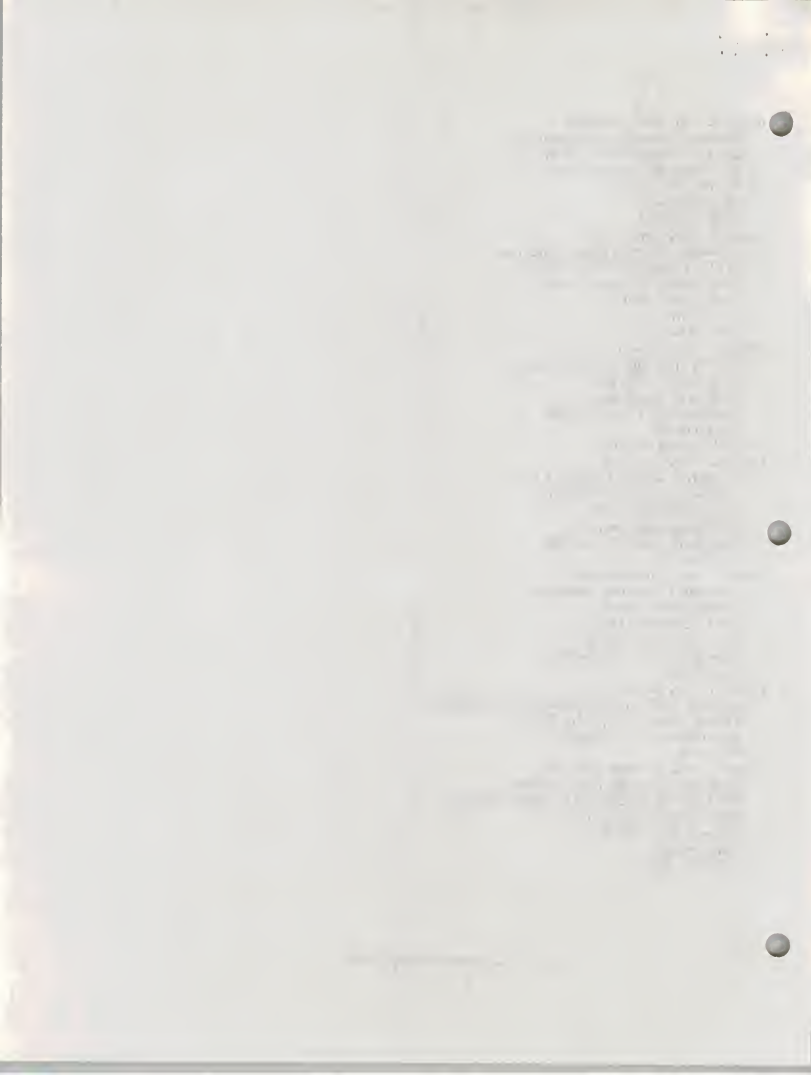
SYSTEM DEVELOPMENT CORPORATION

7925 Jones Branch Drive

McLean, VA 22102

Ms. Swenson

(703) 847-3378



- index22. Mr. Arthur L. Slotkin
SYSTEM DEVELOPMENT CORPORATION
8201 Greensboro Drive
McLean, VA 22101
Mr. Slotkin
(703) 847-3503
- index23. Mr. James E. Russell
Corporate Vice President
SAIC
1710 Goodridge Drive
McLean, VA 22102
Mr. Russell
(703) 821-4443
- index24. Mr. Michael Xenos
SONEX ENTERPRISES, INC.
1945 Gallows Road
Vienna, VA 22180
Mr. Xenos
- index25. Mr. Dan Williams
TYMNET/MC DONNELL DOUGLAS
2070 Chainbridge Road
Vienna, VA 22180
Mr. Williams
(703) 790-973?
- index26. Mr. Stanley S. Schneider
Nat'l Director, Fed Program Mgmt
US WEST INFORMATION SYSTEMS, INC.
7564 Standish Place, Suite 112
Rockville, MD 20855
Mr. Schneider
(301) 294-1456
- index27. Mr. Edward Snyder
Nat'l Director, Fed Marketing
US WEST INFORMATION SYSTEMS, INC.
7564 Standish Place, Suite 112
Rockville, MD 20855
Mr. Snyder
(301) 294-1414
- index28. Mr. Everett H. Teare
Nat'l Director, Fed Marketing Op.
US WEST INFORMATION SYSTEMS, INC.
7564 Standish Place, Suite 112
Rockville, MD 20855
Mr. Teare
(301) 294-1492



- index29. Mr. Mike Kennedy
Director, Strategic Acct Mgmt
US WEST INFORMATION SYSTEMS, INC.
7564 Standish Place, Suite 112
Rockville, MD 20855
Mr. Kennedy
(303) 889-6013
- index30. Mr. Jim Harrison
Vice President, Marketing
US WEST INFORMATION SYSTEMS, INC.
7564 Standish Place, Suite 112
Rockville, MD 20855
Mr. Harrison
(303) 889-6250
- index31. Mr. Charles Lillis
VP, Strategic Marketing
US WEST INFORMATION SYSTEMS, INC.
7564 Standish Place, Suite 112
Rockville, MD 20855
Mr. Lillis
(303) 889-6465
- index32. Mr. Trent Winegar
President, Business Sales and
Service
US WEST INFORMATION SYSTEMS, INC.
7564 Standish Place, Suite 112
Rockville, MD 20855
Mr. Winegar
(303) 796-6711
- index33. Mr. Dick Opseth
Sr. Technical Director
US WEST ADVANCED TECHNOLOGIES
6200 S. Quebec Street
Englewood, CO 80111
Mr. Opseth
(303) 889-6544
- index34. Ms. Maryann West
COMPUTER SCIENCES CORPORATION
6565 Arlington Blvd.
Falls Church, VA 22046
Ms. West
- index35. Mr. Randy Griffin
COMPUTER SCIENCES CORPORATION
6565 Arlington Blvd.
Falls Church, VA 22046
Mr. Griffin



ALAN SPIVAK
index36. Mr. Allen Spivak
COMPUTER SCIENCES CORPORATION
6565 Arlington Blvd,
Falls Church, VA 22046
Mr. Spivak
index37. Mr. Charles A. Hall
Director Government Sales Operations
BOEING COMPUTER SERVICES
7980 Boeing Court
Vienna, VA 22180
Mr. Hall
(703) 827-7232
index38. Ms. Linda W. Martin
Sales Support Manager
BOEING COMPUTER SERVICES
7980 Boeing Court
Vienna, VA 22180
Ms. Martin
(703) 827-7232
index39. Mr. Jim Shay
Commercial Sales Manager
BOEING COMPUTER SERVICES
7980 Boeing Court
Vienna, VA 22180
Mr. Shay
(703) 827-7232
index40. Mr. Jon Sherwood
Sr. Defense Market Research Analyst
GRUMMAN DATA SYSTEMS
250 Crossways Park Drive
Woodbury, NY 11797
Mr. Sherwood
(516) 682-5124
index41. Mr. Joseph Bergmann
AT&T TECHNOLOGIES
5115 Woodmire Lane
Alexandria, VA 22311
Mr. Bergmann
index42. Mr. Joe Hunt
AT&T TECHNOLOGIES
Department 6082
P.O. Box 20046
Greensboro, NC 27420
Mr. Hunt
index43. Mr. Robert Benarick
AT&T INFORMATION SYSTEMS
99 Jefferson Road
Parsippany, NJ 07054
Mr. Benarick



index44. Mr. Jim Murray
APPLIED DATA RESEARCH
3227 Old Court House Road
Vienna, VA 22180

Mr. Murray

index45. Ms. Carolyn Theisen
CINCOM
9461 Silver King Court
Fairfax, VA 22031
Ms. Theisen

index46. Mr. Gene Kakalec
CINCOM
9461 Silver King Court
Fairfax, VA 22031
Mr. Kakalec

index47. Ms. Kathy Tillotson
CINCOM
9461 Silver King Court
Fairfax, VA 22031
Ms. Tillotson

index48. Mr. Frank Ritchie
CONTROL DATA CORPORATION
1800 North Beauregard Street
Alexandria, VA 22311
Mr. Ritchie

index49. Ms. Karen Nyquist
Mgr., Computer Product Sales
AT&T INFORMATION SYSTEMS
1 Speedwell Avenue, Room 351E
Morristown, NJ 07960
Ms. Nyquist
(201) 898-2490

index50. Mr. Don Corpron
AT&T INFORMATION SYSTEMS
1 Speedwell Avenue, Room 308E
Morristown, NJ 07960
Mr. Corpron
(201) 898-2490

index51. Mr. James Smith
Director, Government Information
Services

~~BUSINESS DEVELOPMENT~~

7980 Boeing Court
Vienna, VA 22180
Mr. Smith
(703) 821-6401

Boeing Computer Services



index52. Ms. Eva M. Veach

Product Planning Manager

~~BUSINESS DEVELOPMENT~~

7980 Boeing Court

Vienna, VA 22180

Ms. Veach

(703) 821-6401

BOEING Computer Services

index53. Mr. Douglas C. Lovejoy

Government Telecommunications Mktg.

~~BUSINESS DEVELOPMENT~~

7980 Boeing Court

Vienna, VA 22180

Mr. Lovejoy

(703) 821-6401

BOEING Computer Services



Jan

April 23, 1986

NO ITEM TO INSERT

NO ITEM TO INSERT

Dear
NO ITEM TO INSERT
:

Plans for INPUT's third Federal Systems and services conference are almost finalized. The dates for this event are May 20-21, 1986.

This year's conference theme is "Federal Information Resources in Transition." An agenda is enclosed which outlines the nine presentations. Some of the issues planned to be addressed at the conference are:

- Functional versus technical needs.
- Impact of Gramm-Rudman.
- Shifts in the general marketplace as a result of changing priorities.

The location for the 1986 conference is the Bethesda Marriott Hotel. The conference will start Tuesday morning, May 20, at 9:15 A.M., with registration and continental breakfast beginning at 8:30 A.M. We would like to invite you and other members of your staff to attend this conference.

The charge for the first attendee is \$295.00. Additional attendees are encouraged at a nominal fee of \$150.00 per attendee. Conference space is limited so prompt registration is recommended. For your convenience, a conference registration form is provided. The form needs to be returned to Jan McDaniel by May 12, 1986.

If you have any questions about the conference, please contact Don Arnold at INPUT's Washington office, (301) 231-7350. We are looking forward to presenting this information to you in May.

Sincerely,

John Frank
Vice President

Enclosure



index,name,address,salutation
index1. Mr. Walt Vient
Program Manager
FORD AEROSPACE SATELLITE SERVICES
CORPORATION
1235 Jefferson-Davis Highway, Suite 1300
Arlington, VA 22202
Mr. Vient
(703) 685-5579
index2. Mr. Gerald Anderson
Director of Strategic Planning
AT&T, Federal Systems Division
1120 20th Street N.W.
Washington, D.C. 20036
Mr. Anderson
(202) 457-3021
index3. Mr. Robert Best
Regional Vice President
Federal Programs
GTE, Telenet Division
1700 North Moore Street
Suite 1800
Arlington, VA 22209
Mr. Best
(703) 247-9400
index4. Mr. Mike Guido
Vice President
COMPUTER ASSOCIATES
8300 Greensboro Drive
McLean, VA 22102
Mr. Guido
(703) 821-1700
index5. Mr. Don Hewitt
Director of Marketing
NETWORK SOLUTIONS
8229 Boone Blvd., 6th Floor
Vienna, VA 22180
Mr. Hewitt
(703) 442-0400
index6. Ms. Merry Ellen Korpan
CONTEL, Systems Division
Federal Department
12015 Lee-Jackson Highway
Fairfax, VA 22033
Ms. Korpan
(703) 359-7800



index7. Mr. Jerry Edgerton

Federal Region Manager
MC DONNELL-DOUGLAS - TYMNET
Federal Department
2070 Chain Bridge Road
Vienna, VA 22180
Mr. Edgerton
(703) 556-3264

index8. Mr. George Bishop

Manager Federal Branch
PANSOPHIC SYSTEMS, INC.
8329 Leesburg Pike
Vienna, VA 22180
Mr. Bishop

index9. Mr. Richard Litsinger

C³ INC.
11425 Isaac Newton Square
Reston, VA 22090
Mr. Litsinger

index10. Mr. Pat Hillier

Vice President, Federal Sales
APPLIED DATA RESEARCH
8227 Old Courthouse Road
Vienna, VA 22180
Mr. Hillier
(703) 356-7700, (202) 331-1750

index11. Mr. Walter Kennedy

Director of Strategic Planning
Government Information Systems
PLANNING RESEARCH CORPORATION
1500 Planning Research Drive
McLean, VA 22102
Mr. Kennedy

index12. Ms. Linda Gerould

Market Research
ENGINEERING RESOURCES, INC.
6849 Old Dominion Drive
McLean, VA 22101
Ms. Gerould
(703) 556-0880

index13. Mr. Henry Clark

Manager, Federal Market Research
BELL SOUTH
675 W. Peachtree Street, N.E.
Room 28H65
Atlanta, GA 30375
Mr. Clark



index14. Mr. Eugene Scherer
President
CALCULON CORPORATION
1301 Piccard Drive
Rockville, MD 20850
Mr. Scherer



Jan

April 15, 1986

NO ITEM TO INSERT

NO ITEM TO INSERT

Dear

NO ITEM TO INSERT

:

Please note that this letter contains updated information for INPUT's Federal Information Systems and Services Conference on May 20-21, 1986.

The location for the 1986 conference is the Bethesda Marriott Hotel at the intersection of Wisconsin Avenue and Route 495 (Beltway). The conference will start Tuesday morning, May 20, at 9:15 A.M. Registration and continental breakfast will begin at 8:30. Enclosed is a preliminary agenda for your perusal.

INPUT has a block of rooms reserved for those attendees who wish to stay at the conference site. Please make your reservation directly with the hotel by calling (301) 897-9400. Make sure you state that you are with the INPUT conference to be assured of receiving our group discount on the room rates.

The first three representatives from your organization can attend the conference at no charge. Additional attendees are encouraged at a nominal fee of \$150.00 per attendee. Please return the enclosed registration form to Jan McDaniel at your earliest convenience.

If you have any questions about the conference, please contact Jan McDaniel at INPUT's Headquarters office (415) 960-3990.

We are looking forward to presenting this information to you in May.

Sincerely,

John E. Frank
Vice President

Enclosures

index,name,address,salutation
index1. Mr. James Connolly
AT&T INFORMATION SYSTEMS
99 Jefferson Road
59A-2F31
Parsippany, NJ 07054
Mr. Connolly
(201) 581-7060
index2. Mr. Joseph Bergmann
AT&T TECHNOLOGIES
5115 Woodmire Lane
Alexandria, VA 22311
Mr. Bergmann
index3. Mr. Joe Hunt
AT&T TECHNOLOGIES
Department 6082
P.O. Box 20046
Greensboro, NC 27420
Mr. Hunt
index4. Ms. Jean Davis
Research Manager
ARTHUR ANDERSEN & COMPANY
Room 807
33 West Monroe Street
Chicago, IL 60603
Ms. Davis
(312) 580-0033
index5. Mr. J. Robert Prince
ARTHUR ANDERSEN & COMPANY
1666 K Street N.W.
Washington, DC 20006
Mr. Prince
index6. Ms. Linda W. Martin
BOEING COMPUTER SERVICES
7980-90 Boeing Court
Vienna, VA 22180
Ms. Martin
index7. Mr. Ralph Blohm
BOEING COMPUTER SERVICES
565 Andover Park W.
Seattle, WA 98188
Mr. Blohm
index8. Ms. Susan Bard
BROADVIEW ASSOCIATES
2115 Linwood Avenue
Ft. Lee, NJ 07024
Ms. Bard
(201) 461-7929



index9. Mr. Ken Santucci
Director of Marketing
CINCOM
9461 Silver King Court
Fairfax, VA 22031
Mr. Santucci
(703) 591-1740
index10. Ms. Carolyn Theisen
CINCOM
9461 Silver King Court
Fairfax, VA 22031
Ms. Theisen
index11. Mr. Wayne Kelly
Manager of Market Planning and Research
COMPUTER SCIENCES CORPORATION
6565 Arlington Boulevard
M/C 211
Falls Church, VA 22046
Mr. Kelly
(703) 533-8877
index12. Mr. Terry Petrzelka
CONTROL DATA CORPORATION
HQN 09H
P.O. Box 0
Minneapolis, MN 55440
Mr. Petrzelka
(612) 853-5664
index13. Mr. John Puhala
President
GENASYS
11820 Parklawn Drive
Rockville, MD 20852
Mr. Puhala
(301) 770-4600
index14. Mr. Al Brobson
Manager, Strategic Plans
HONEYWELL INFORMATION SYSTEMS
7900 West Park Drive
McLean, VA 22102
Mr. Brobson
index15. Mr. Richard Lewis
IBM-FSD
1322 Space Park Drive
Houston, TX 77058
Mr. Lewis
(713) 333-8181



index16. Mr. Robert Sweeney
Manager, Marketing Plans & Controls
IBM CORPORATION
Federal Systems Division
6600 Rockledge Drive
Bethesda, MD 20817
Mr. Sweeney
(301) 493-1563

index17. Ms. Pamela Pepper
IBM CORPORATION
2277 Research Boulevard
Rockville, MD 20850
Ms. Pepper

index18. Mr. Jack Effrain
Vice President, Sales
LITTON COMPUTER SERVICES
1831 Michael Faraday Drive
Reston, VA 22090
Mr. Effrain
(703) 471-9271

index19. Mr. Robert J. Huston
Vice President
LITTON COMPUTER SERVICES
5655 Lundero Canyon Road
Suite 430
West Lake Village, CA 91362

Mr. Huston
(805) 991-3200

index20. Mr. Raymond Wolfe
Vice President, Development
LITTON COMPUTER SERVICES
1300 Villa Street
P.O. Box 7113
Mountain View, CA 94039-7113

Mr. Wolfe
(415) 966-1771

index21. Mr. Jim J. Heigl, Jr.
Director, Development
LITTON MELLONICS
490 L-Enfant Plaza
East, Southwest
Suite 8206
Washington, DC 20002
Mr. Heigl
(408) 245-0795



index22. Mr. Gary Elm
MARTIN MARIETTA DATA SYSTEMS
98 Inverness Drive E., Suite 370
Englewood, CO 80112
Mr. Elm
(301) 982-6585

index23. Ms. Gay Adams
Principal Consultant
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane, Suite 800
Greenbelt, MD 20770
Ms. Adams

index24. Mr. Marv Colvert
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane, Suite 800
Greenbelt, MD 20770
Mr. Colvert
(301) 982-6585

index25. Mr. Robert Lohfeld
Senior Vice President
OAO CORPORATION
7500 Greenway Center Drive
Greenbelt, MD 20770
Mr. Lohfeld
(301) 345-0750

index26. Ms. Hazel Mann
Manager, Marketing Services
SAIC
1710 Goodridge Drive
Mail Station G-8
McLean, VA 22102
Ms. Mann
(703) 827-4771

index27. Mr. James Tully
Director, Strategic Planning
SPERRY CORPORATION
8008 Westpark Drive
McLean, VA 22102
Mr. Tully
(703) 556-5000

index28. Mr. Gene Konopik
STERLING SOFTWARE FEDERAL SYSTEMS
1508 Kennedy Drive
Suite 8
Bellevue, NE 68005
Mr. Konopik



index29. Mr. Richard Dunalevy
STERLING SOFTWARE FEDERAL SYSTEMS
6011 Executive Boulevard
Rockville, MD 20852

Mr. Dunalevy
index30. Mr. Dick Padilla
Director
STERLING SOFTWARE LTD.
1121 San Antonio Road
Palo Alto, CA 94086
Mr. Padilla
(415) 964-9900

index31. Mr. Arthur Slotkin
Director of Planning
SYSTEM DEVELOPMENT CORPORATION
7925 Jones Branch Drive
McLean, VA 22102
Mr. Slotkin
(703) 790-9850

index32. Ms. Suzanne Swenson
L-1 (GTE)
SYSTEM DEVELOPMENT CORPORATION
7925 Jones Branch Drive
McLean, VA 22102
Ms. Swenson

index33. Ms. J. K. George
Manager, Market Research
TRW
One Space Park E1/2035
Redondo Beach, CA 90278
Ms. George
(213) 536-4290

index34. Mr. W. H. Doyle
Manager
TRW DSG
One Space Park
R2/1094
Redondo Beach, CA 90278

Mr. Doyle
index35. Ms. Katherine Tonstad
Market Research Analyst
TRW DSG
4116 Walney
Chantilly, VA 22021
Ms. Tonstad
(703) 734-6375



index36. Mr. Vincent D. Bradshaw
Vice President, Federal Marketing
U.S. WEST INC.

7564 Standish Place

Suite 112

Rockville, MD 20855

Mr. Bradshaw

index37. Mr. Everett Teare

U.S. WEST, INC.

9841 Broken Land Parkway

Columbia, MD 21045

Mr. Teare

index38. Mr. Roger Edmonds

U.S. WEST

7564 Standish Place

Suite 112

Rockville, MD 20855

Mr. Edmonds



April 3, 1986

NO ITEM TO INSERT

NO ITEM TO INSERT

Dear
NO ITEM TO INSERT
:

Plans for INPUT's third Federal Information Systems and Services client conference are almost finalized. Please reserve May 20-21, 1986 for the conference.

This year's conference theme is "Federal Information Resources in Transition." Some of the issues planned to be addressed at the conference are:

- Functional versus technical needs
- Implications with standards
- Impact of Gramm-Rudman
- Shifts in the general marketplace as a result of changing priorities

The location will be the Bethesda Marriott Hotel in Bethesda, Maryland, which can be easily reached from Washington, D.C. For your convenience a block of rooms has been reserved for the conference. Make your room reservations by calling the hotel directly at (301) 897-9400.

Within the next three weeks you will be receiving a conference registration form and an agenda. If you have any questions regarding the conference, please call Jan McDaniel, Conference Coordinator, at INPUT's headquarters (415) 960-3990.

We are looking forward to your participation at this innovative and stimulating conference. Hope to see you in May.

Sincerely,

John E. Frank
Vice President

JEF:ml



index,name,address,salutation

index1. Mr. James Connolly
AT&T INFORMATION SYSTEMS
99 Jefferson Road
59A-2F31

Parsippany, NJ 07054

Mr. Connolly

index2. Mr. Joseph Bergmann

AT&T TECHNOLOGIES

5115 Woodmire Lane

Alexandria, VA 22311

Mr. Bergmann

index3. Mr. Joe Hunt

AT&T TECHNOLOGIES

Department 6082

P.O. Box 20046

Greensboro, NC 27420

Mr. Hunt

index4. Ms. Linda W. Martin

BOEING COMPUTER SERVICES

7980-90 Boeing Court

Vienna, VA 22180

Ms. Martin

index5. Mr. Ralph Blohm

BOEING COMPUTER SERVICES

565 Andover Park W.

Seattle, WA 98188

Mr. Blohm

index6. Ms. Susan Bard

BROADVIEW ASSOCIATES

2115 Linwood Avenue

Ft. Lee, NJ 07024

Ms. Bard

index7. Mr. Ken Santucci

Director of Marketing

CINCOM

9461 Silver King Court

Fairfax, VA 22031

Mr. Santucci

index8. Ms. Carolyn Theisen

CINCOM

9461 Silver King Court

Fairfax, VA 22031

Ms. Theisen

index9. Mr. Wayne Kelly

Manager of Market Planning and Research

COMPUTER SCIENCES CORPORATION

6565 Arlington Boulevard

M/C 211

Falls Church, VA 22046

Mr. Kelly

1. The first part of the document is a list of names and addresses of the members of the committee. The names are listed in alphabetical order, and the addresses are given below each name. The list includes names such as Mr. J. H. Smith, Mr. W. B. Jones, and Mr. C. D. Brown, among others.

2. The second part of the document is a list of the names of the members of the committee who have been elected to the office of the chairman. The names are listed in alphabetical order, and the addresses are given below each name. The list includes names such as Mr. J. H. Smith, Mr. W. B. Jones, and Mr. C. D. Brown, among others.

3. The third part of the document is a list of the names of the members of the committee who have been elected to the office of the secretary. The names are listed in alphabetical order, and the addresses are given below each name. The list includes names such as Mr. J. H. Smith, Mr. W. B. Jones, and Mr. C. D. Brown, among others.

4. The fourth part of the document is a list of the names of the members of the committee who have been elected to the office of the treasurer. The names are listed in alphabetical order, and the addresses are given below each name. The list includes names such as Mr. J. H. Smith, Mr. W. B. Jones, and Mr. C. D. Brown, among others.

5. The fifth part of the document is a list of the names of the members of the committee who have been elected to the office of the clerk. The names are listed in alphabetical order, and the addresses are given below each name. The list includes names such as Mr. J. H. Smith, Mr. W. B. Jones, and Mr. C. D. Brown, among others.

index10. Mr. Terry Petrzelka
CONTROL DATA CORPORATION
HQN 09H
P.O. Box 0

Minneapolis, MN 55440
Mr. Petrzelka

index11. Mr. Frank Richie
CONTROL DATA CORPORATION
1800 North Beauregard Street
Alexandria, VA 22311

Mr. Richie
index12. Mr. John Puhala

President
GENASYS
11820 Parklawn Drive
Rockville, MD 20852
Mr. Puhala

index13. Mr. Al Brobson
Manager, Strategic Plans
HONEYWELL INFORMATION SYSTEMS
7900 West Park Drive
McLean, VA 22102

Mr. Brobson
index14. Mr. Richard Lewis
IBM-FSD

1322 Space Park Drive
Houston, TX 77058
Mr. Lewis

index15. Mr. Robert Sweeney
Manager, Marketing Plans & Controls
IBM CORPORATION
Federal Systems Division
6600 Rockledge Drive
Bethesda, MD 20817

Mr. Sweeney
index16. Ms. Pamela Pepper
IBM CORPORATION
2277 Research Boulevard
Rockville, MD 20850
Ms. Pepper

index17. Mr. Jack Effrain
Vice President, Sales
LITTON COMPUTER SERVICES
1831 Michael Faraday Drive
Reston, VA 22090
Mr. Effrain

index18. Mr. Robert J. Huston
Vice President
LITTON COMPUTER SERVICES
5655 Lundero Canyon Road
Suite 430
West Lake Village, CA 91362
Mr. Huston

1900-1901

1901-1902

1902-1903

1903-1904

1904-1905

1905-1906

1906-1907

1907-1908

1908-1909

1909-1910

1910-1911

1911-1912

1912-1913

1913-1914

1914-1915

1915-1916

1916-1917

1917-1918

1918-1919

1919-1920

1920-1921

1921-1922

1922-1923

1923-1924

index19. Mr. Raymond Wolfe
Vice President, Development
LITTON MELLONICS
1001 West Maude Avenue
Sunnyvale, CA 94086
Mr. Wolfe

index20. Mr. Jim J. Heigl, Jr.
Director, Development
LITTON MELLONICS
490 L-Enfant Plaza
East, Southwest
Suite 8206
Washington, DC 20002
Mr. Heigl

index21. Mr. Gary Elm
MARTIN MARIETTA DATA SYSTEMS
98 Inverness Drive E., Suite 370
Englewood, CO 80112
Mr. Elm

index22. Ms. Gay Adams
Principal Consultant
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane, Suite 800
Greenbelt, MD 20770
Ms. Adams

index23. Mr. Marv Colvert
MARTIN MARIETTA DATA SYSTEMS
6303 Ivy Lane, Suite 800
Greenbelt, MD 20770
Mr. Colvert

index24. Mr. Robert Lohfeld
Senior Vice President
OAO CORPORATION
7500 Greenway Center Drive
Greenbelt, MD 20770
Mr. Lohfeld

index25. Ms. Hazel Mann
Manager, Marketing Services
SAIC
1710 Goodridge Drive
Mail Station G-8
McLean, VA 22102
Ms. Mann

index26. Mr. James Tully
Director, Strategic Planning
SPERRY CORPORATION
8008 Westpark Drive
McLean, VA 22102
Mr. Tully

1. The first part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

2. The second part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

3. The third part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

4. The fourth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

5. The fifth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

6. The sixth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

7. The seventh part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

8. The eighth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

9. The ninth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

10. The tenth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

11. The eleventh part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

12. The twelfth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

13. The thirteenth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

14. The fourteenth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

15. The fifteenth part of the document is a list of the names of the persons who have been appointed to the various offices of the Board of Directors of the Corporation.

index27. Mr. Gene Konopik
STERLING SOFTWARE FEDERAL SYSTEMS
1508 Kennedy Drive
Suite 8

Bellevue, NE 68005

Mr. Konopik

index28. Mr. Richard Dunalevy
STERLING SOFTWARE FEDERAL SYSTEMS
6011 Executive Boulevard
Rockville, MD 20852

Mr. Dunalevy

index29. Mr. Dick Padilla

Director

STERLING SOFTWARE LTD.

1121 San Antonio Road

Palo Alto, CA 94086

Mr. Padilla

index30. Mr. Arthur Slotkin

Director of Planning

SYSTEM DEVELOPMENT CORPORATION

7925 Jones Branch Drive

McLean, VA 22102

Mr. Slotkin

index31. Ms. Suzanne Swenson

L-1 (GTE)

SYSTEM DEVELOPMENT CORPORATION

7925 Jones Branch Drive

McLean, VA 22102

Ms. Swenson

index32. Ms. J. K. George

Manager, Market Research

TRW

One Space Park E1/2035

Redondo Beach, CA 90278

Ms. George

index33. Mr. W. H. Doyle

Manager

TRW DSG

One Space Park

R2/1094

Redondo Beach, CA 90278

Mr. Doyle

index34. Ms. Katherine Tonstad

Market Research Analyst

TRW DSG

4116 Walney

Chantilly, VA 22021

Ms. Tonstad

1. The first part of the report is a general introduction to the project. It describes the purpose of the study and the objectives that were set at the beginning. It also provides a brief overview of the methodology that was used to collect and analyze the data.

2. The second part of the report is a detailed description of the data that was collected. It includes information about the sample size, the demographic characteristics of the participants, and the specific measures that were used to assess the variables of interest.

3. The third part of the report presents the results of the data analysis. It includes a series of tables and figures that show the mean scores, standard deviations, and correlations between the different variables. It also includes a series of statistical tests that were used to determine the significance of the findings.

4. The fourth part of the report is a discussion of the findings. It interprets the results in light of the research hypotheses and the existing literature on the topic. It also discusses the limitations of the study and suggests directions for future research.

5. The final part of the report is a conclusion that summarizes the main findings and their implications. It also includes a list of references that cite the sources of the information used in the report.

index35. Mr. Vincent D. Bradshaw
Vice President, Federal Marketing
U.S. WEST INC.

7564 Standish Place
Suite 112

Rockville, MD 20855

Mr. Bradshaw

index36. Mr. Everett Teare

U.S. WEST, INC.

9841 Broken Land Parkway

Columbia, MD 21045

Mr. Teare

index37. Mr. Roger Edmonds

U.S. WEST

7564 Standish Place

Suite 112

Rockville, MD 20855

Mr. Edmonds

1. The first part of the report is a general introduction to the project, which includes a brief history of the project and a description of the objectives. This section is followed by a detailed description of the methodology used in the study, including the data sources and the statistical methods employed. The results of the study are then presented in a series of tables and figures, which are accompanied by a detailed discussion of the findings. Finally, the report concludes with a summary of the main findings and a list of recommendations for future research.

Marriott

HOTELS ♦ RESORTS

Bethesda Marriott / 5151 Pooks Hill Road / Bethesda, Maryland 20814 / (301) 897-9400

MAY 22 1986

May 14, 1986

Ms. Jan McDaniels
INPUT
1943 Landings Drive
Mountain View, CA 94043

Dear Ms. McDaniels:

We appreciate your choosing the Bethesda Marriott Hotel for your program on Tuesday and Wednesday, May 20 and 21, 1986.

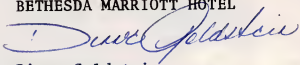
Enclosed are copies of the Banquet Event Order as discussed. Please review this information, sign and return to us within 10 days of receipt.

The final guarantees are required 72 hours prior to the start of your function. Should we not be able to contact you, the expected attendance on the banquet event order will be considered the guarantee. These arrangements are considered final unless the Bethesda Marriott Hotel is notified 72 hours prior to your event.

Should you have any additional questions, please do not hesitate to contact me at 897-9400, extension 6110.

Thank you.

BETHESDA MARRIOTT HOTEL



Diane Goldstein
Catering Manager

DG/mth
Enclosure

1100

010 0 0 0 0 0 0

0 0 0 0 0 0 0 0

0 0 0 0 0 0 0 0

0 0 0 0 0 0 0 0

0 0 0 0 0 0 0 0

0 0 0 0 0 0 0 0

0 0 0 0 0 0 0 0

0 0 0 0 0 0 0 0

0 0 0 0 0 0 0 0

0 0 0 0 0 0 0 0

0 0 0 0 0 0 0 0

EVENT DATE May 20, 1986			DAY Tuesday			
ORGANIZATION INPUT					FILE NO.	
POSTAS SAME					CHECK NO.	
BILLING ADDRESS 1943 Landings Drive Mountain View, CA 94043						
CONTACT Ms. Jan McDaniels			BUS. PHONE NO. (415) 960-3990		RES. PHONE NO.	
BOOKED BY DG/mth	DATE TYPED 5/14/86	FOLIO NO.	EXPECTED 50	GUARANTEED	SET UP	
SET UP REQUIREMENTS			MENU-TIME		LOCATION.	
<p>REGISTRATION TABLE AT ENTRANCE TO ROOM WITH (2) CHAIRS AND (1) WASTEBASKET</p> <p><u>MEETING 8:30AM - 3:30PM</u></p> <p>SCHOOLROOM STYLE SEATING</p> <p>WATER, GLASSES, ASHTRAYS, MATCHES</p> <p>COMPLIMENTARY NOTE PADS, PENCILS, CANDY</p> <p>OVERHEAD & SCREEN @ \$35</p> <p>35MM PROJECTOR @ \$35</p> <p>STANDING LIGHTED PODIUM AND LAVALIER MICROPHONE @ \$20</p> <p>(1) 6' TABLE FOR MATERIALS</p> <p><u>LUNCHEON 12:15PM</u></p> <p><u>KONA KAI</u></p> <p>EXISTING SET-UP</p> <p>BUFFET TABLE</p>			<p><u>LUNCHEON 12:15PM</u></p> <p>MARYLAND CRAB SOUP</p> <p>GERMAN POTATO SALAD</p> <p>COLE SLAW</p> <p>SLICED TOMATOES, ONIONS, PICKLES</p> <p>CHEESEBOARD GARNISHED WITH FRUIT</p> <p>PLATTER OF SLICED TURKEY, HAM, CORNEB BEEF</p> <p>VARIETY OF BREADS & ROLLS INCLUDING KAISER ROLLS</p> <p>APPROPRIATE CONDIMENTS</p> <p>PLATTER OF SLICED FRESH FRUIT</p> <p>ASSORTED FRENCH PASTRIES</p> <p>COFFEE, TEA, DECAF</p>			
			<u>COFFEE BREAK</u>			
			<p>8:30AM</p> <p>COFFEE, TEA, DECAF, CHILLED JUICES, SLICED FRUIT, DANISH, MUFFINS, CROISSANTS, BUTTER, PRESERVES @ \$6.00PP++</p>			
			<p>10:00AM</p> <p>COFFEE, TEA, DECAF @ \$1.95PP++</p>			
			<p>2:30PM</p> <p>COFFEE, TEA, DECAF, SODAS, LARGE CHOCOLATE CHIP COOKIES @ \$3.95PP++ (FOR 30 GUESTS)</p>			
			<p>SUMMARY OF CHARGES</p> <p>LUNCHEON @ \$15.50PP++</p> <p>ROOM SET-UP FEE: \$250</p> <p>SEE COFFEE BREAKS</p> <p>BALANCE DUE 48 HOURS PRIOR TO START OF FUNCTION</p>			

Prices do not include 17% Service Charge or 5% Maryland State Sales Tax

Marriott Hotels. BANQUET EVENT ORDER

BETHESDA MARRIOTT HOTEL (301) 897-9400 X6110



EVENT DATE May 20, 1986		DAY Tuesday			
ORGANIZATION INPUT					FILE NO.
POSTAL SAME					CHECK NO.

BILLING ADDRESS
1943 Landings Drive Mountain View, CA 94043

CONTACT Ms. Jan McDaniels		BUS. PHONE NO. (415) 960-3990	RES. PHONE NO.
------------------------------	--	----------------------------------	----------------

BOOKED BY DG/mth	DATE TYPED 5/14/86	FOLIO NO.	EXPECTED 45-50	GUARANTEED	SET UP
---------------------	-----------------------	-----------	-------------------	------------	--------

SET UP REQUIREMENTS	MENU-TIME	LOCATION:
---------------------	-----------	-----------

RECEPTION 3:45PM-5:00PM

LOUNGE STYLE SEATING

HORS D'OEUVRE BUFFET TABLE

BAR

RECEPTION 3:45PM - 5:00PM

(50) EGG ROLLS
(50) SAUSAGE STUFFED MUSHROOM CAPS
(50) MEAT KNISHES
(50) HAWAIIAN CHICKEN FINGERS
(50) POTATO SKINS WITH SOUR CREAM
(50) BEEF TERIYAKI

EACH OF THE ABOVE HORS D'OEUVRES
@ \$90 PER 100 PCS.

CHEESEBOARD WITH ASSORTED CRACKERS
AND FRENCH BREAD @ \$2.25PP++ (FOR 25
GUESTS)

RAW VEGETABLE DISPLAY @ \$1.50PP++
(FOR 25 GUESTS)

BEVERAGES 3:45PM - 5:00PM

HOSTED BAR SERVING NAME BRAND
LIQUORS AS FOLLOWS:
MIXED DRINKS @ \$2.75++ EACH
BEER/WINE @ \$2.50++ EACH
SODAS @ \$1.25++ EACH

BARTENDER @ \$35

SUMMARY OF CHARGES

SEE HORS D'OEUVRES
SEE BEVERAGES

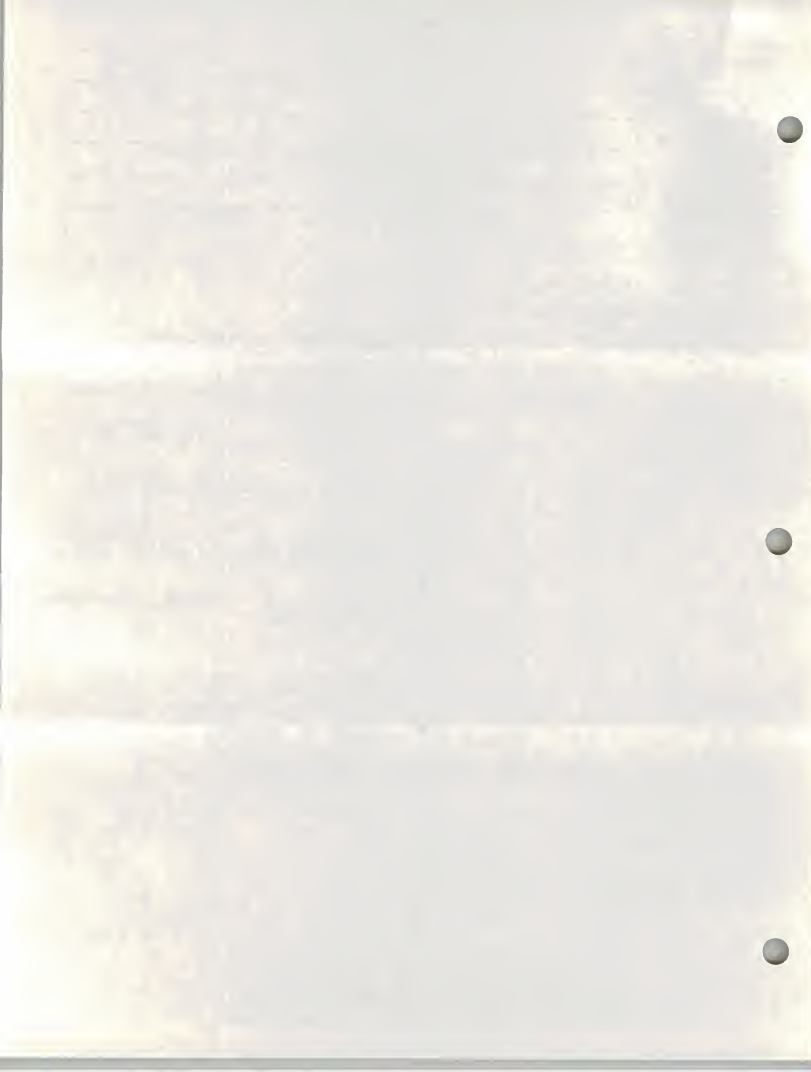
BARTENDER @ \$35

BALANCE DUE 48 HOURS PRIOR TO
START OF FUNCTION

Prices do not include 17% Service Charge or 5% Maryland State Sales Tax

Marriott Hotels. BANQUET EVENT ORDER

BETHESDA MARRIOTT HOTEL (301) 897-9400 X6110



EVENT DATE MAY 21, 1986		DAY Wednesday		FILE NO.	
ORGANIZATION INPUT				CHECK NO.	
POST AS SAME					
BILLING ADDRESS 1943 Landings Drive Mountain View, CA 94043					
CONTACT Ms. Jan McDaniels				BUS. PHONE NO. (415) 960-3990	
BOOKED BY DG/mth		DATE TYPED 5/14/86		FOLIO NO.	
SET UP REQUIREMENTS		EXPECTED 35		GUARANTEED SET UP	
		MENU-TIME		LOCATION.	

MEETING 8:00AM-12NOON

REGISTRATION TABLE WITH (2)
CHAIRS AND WASTEBASKET

SCHOOLROOM STYLE SEATING

WATER, GLASSES, ASHTRAYS,
MATCHES

COMPLIMENTARY NOTE PADS,
PENCILS, CANDY

OVERHEAD & SCREEN @ \$35

LAVALIER MICROPHONE @ \$20

STANDING LIGHTED PODIUM
@ NO CHARGE

(1) 6' TABLE FOR MATERIALS

LUNCHEON 12NOON

KONA KAI

EXISTING SET-UP
BUFFET TABLE

SUMMARY OF CHARGES

LUNCHEON @ \$13.50PP++
SET-UP FEE: \$250
SEE COFFEE BREAKS
SEE AUDIO VISUAL

LUNCHEON 12NOON

POTATO SALAD

COLE SLAW

RELISH TRAY

PLATTERS OF SLICED ROAST BEEF,
TURKEY, AND HAM

PLATTER OF SLICED CHEESES

VARIETY OF BREADS

APPROPRIATE CONDIMENTS

CHOCOLATE CAKE

SLICED FRESH FRUIT

APPLE PIE

COFFEE, TEA, DECAF

COFFEE BREAK

8:45AM
COFFEE, TEA, DECAF, CHILLED JUICE,
DANISH, MUFFINS, CROISSANTS, BUTTER
AND PRESERVES @ \$6.00PP++

10:15AM
COFFEE, TEA, DECAF @ \$1.95PP++

Prices do not include 17% Service Charge or 5% Maryland State Sales Tax

Marriott Hotels. BANQUET EVENT ORDER

BETHESDA MARRIOTT HOTEL (301) 897-9400 X6110



EVENT DATE May 20, 1986		DAY Tuesday		FILE NO.	
ORGANIZATION INPUT				CHECK NO.	
POST AS SAME					
BILLING ADDRESS 1943 Landings Drive Mountain View, CA 94043					
CONTACT Ms. Jan McDaniels		BUS. PHONE NO. (415) 960-3990		RES. PHONE NO.	
BOOKED BY DG/mth	DATE TYPED 5/14/86	FOLIO NO.	EXPECTED 50	GUARANTEED	SET UP
SET UP REQUIREMENTS			MENU-TIME LOCATION.		

REGISTRATION TABLE AT ENTRANCE
TO ROOM WITH (2) CHAIRS AND (1)
WASTEBASKET

MEETING 8:30AM - 3:30PM

SCHOOLROOM STYLE SEATING

WATER, GLASSES, ASHTRAYS,
MATCHES

COMPLIMENTARY NOTE PADS,
PENCILS, CANDY

OVERHEAD & SCREEN @ \$35

35MM PROJECTOR @ \$35

TANDING LIGHTED PODIUM AND
LAVALIER MICROPHONE @ \$20

(1) 6' TABLE FOR MATERIALS

LUNCHEON **CONFIRMATION**

KONA KAI

EXISTING SET-UP APPROVED BY

BUFFET TABLE LETTER MUST BE SIGNED AND
RETURNED IN 10 DAYS IN
ORDER FOR SPACE TO BE HELD

SUMMARY OF CHARGES

LUNCHEON @ \$15.50PP++
ROOM SET-UP FEE: \$250
SEE COFFEE BREAKS

BALANCE DUE 48 HOURS PRIOR TO
START OF FUNCTION

LUNCHEON 12:15PM

MARYLAND CRAB SOUP

GERMAN POTATO SALAD

COLE SLAW

SLICED TOMATOES, ONIONS, PICKLES

CHEESEBOARD GARNISHED WITH FRUIT

PLATTER OF SLICED TURKEY, HAM,
CORNEB BEEF

VARIETY OF BREADS & ROLLS INCLUDING
KAISER ROLLS

APPROPRIATE CONDIMENTS

PLATTER OF SLICED FRESH FRUIT

ASSORTED FRENCH PASTRIES

COFFEE, TEA, DECAF

COFFEE BREAK

DATE 30AM

COFFEE, TEA, DECAF, CHILLED JUICES,
SLICED FRUIT, DANISH, MUFFINS,
CROISSANTS, BUTTER, PRESERVES @
\$6.00PP++

10:00AM

COFFEE, TEA, DECAF @ \$1.95PP++

2:30PM

COFFEE, TEA, DECAF, SODAS, LARGE
CHOCOLATE CHIP COOKIES @ \$3.95PP++
(FOR 30 GUESTS)

Prices do not include 17% Service Charge or 5% Maryland State Sales Tax

Marriott Hotels. BANQUET EVENT ORDER

BETHESDA MARRIOTT HOTEL (301) 897-9400 X6110



EVENT DATE
May 20, 1986DAY
TuesdayORGANIZATION
INPUT

FILE NO.

POSTAGE
SAME

CHECK NO.

BILLING ADDRESS

1943 Landings Drive Mountain View, CA 94043

CONTACT
Ms. Jan McDanielsBUS. PHONE NO.
(415) 960-3990

RES. PHONE NO.

BOOKED BY
DG/mthDATE TYPED
5/14/86

FOLIO NO.

EXPECTED
45-50

GUARANTEED

SET UP

SET UP REQUIREMENTS

MENU-TIME

LOCATION:

RECEPTION 3:45PM-5:00PM

LOUNGE STYLE SEATING

HORS D'OEUVRE BUFFET TABLE

BAR

RECEPTION 3:45PM - 5:00PM

(50) EGG ROLLS
(50) SAUSAGE STUFFED MUSHROOM CAPS
(50) MEAT KNISHES
(50) HAWAIIAN CHICKEN FINGERS
(50) POTATO SKINS WITH SOUR CREAM
(50) BEEF TERIYAKI

EACH OF THE ABOVE HORS D'OEUVRES
@ \$90 PER 100 PCS.

CHEESEBOARD WITH ASSORTED CRACKERS
AND FRENCH BREAD @ \$2.25PP++ (FOR 25
GUESTS)

RAW VEGETABLE DISPLAY @ \$1.50PP++
(FOR 25 GUESTS)

BEVERAGES 3:45PM - 5:00PM

HOSTED BAR SERVING NAME BRAND
LIQUORS AS FOLLOWS:

MIXED DRINKS @ \$2.75++ EACH
BEER/WINE @ \$2.50++ EACH
SODAS @ \$1.25++ EACH

BARTENDER @ \$35

CONFIRMATION

APPROVED BY

DATE

LETTER MUST BE SIGNED AND
RETURNED 10 DAYS IN
ORDER FOR SPACE TO BE HELD

SUMMARY OF CHARGES

SEE HORS D'OEUVRES
SEE BEVERAGES

BARTENDER @ \$35

BALANCE DUE 48 HOURS PRIOR TO
START OF FUNCTION

Prices do not include 17% Service Charge or 5% Maryland State Sales Tax

Marriott Hotels. BANQUET EVENT ORDER

BETHESDA MARRIOTT HOTEL (301) 897-9400 X6110



EVENT DATE MAY 21, 1986		DAY Wednesday		FILE NO.
ORGANIZATION INPUT			CHECK NO.	
POST AS SAME				
BILLING ADDRESS 1943 Landings Drive Mountain View, CA 94043				
CONTACT Ms. Jan McDaniels		BUS. PHONE NO. (415) 960-3990		RES. PHONE NO.
BOOKED BY DG/mth	DATE TYPED 5/14/86	FOLIO NO.	EXPECTED 35	GUARANTEED SET UP
SET UP REQUIREMENTS			MENU-TIME	LOCATION.

MEETING 8:00AM-12NOON

REGISTRATION TABLE WITH (2)
CHAIRS AND WASTEBASKET

SCHOOLROOM STYLE SEATING

WATER, GLASSES, ASHTRAYS,
MATCHES

COMPLIMENTARY NOTE PADS,
PENCILS, CANDY

OVERHEAD & SCREEN @ \$35

LAVALIER MICROPHONE @ \$20

STANDING LIGHTED PODIUM
@ NO CHARGE

(1) 6' TABLE FOR MATERIALS

LUNCHEON 12NOON

KONA KAI

EXISTING SET-UP
BUFFET TABLE

SUMMARY OF CHARGES

LUNCHEON @ \$13.50PP++
SET-UP FEE: \$250
SEE COFFEE BREAKS
SEE AUDIO VISUAL

LUNCHEON 12NOON

POTATO SALAD

COLE SLAW

RELISH TRAY

PLATTERS OF SLICED ROAST BEEF,
TURKEY, AND HAM

PLATTER OF SLICED CHEESES

VARIETY OF BREADS

APPROPRIATE CONDIMENTS

CHOCOLATE CAKE

SLICED FRESH FRUIT

APPLE PIE

COFFEE, TEA, DECAF

COFFEE BREAK

8:45AM
COFFEE, TEA, DECAF, CHILLED JUICE,
DANISH, MUFFINS, CROISSANTS, BUTTER
AND PRESERVES @ \$6.00PP++

10:15AM
COFFEE, TEA, DECAF @ \$1.95PP++

CONFIRMATION

APPROVED BY

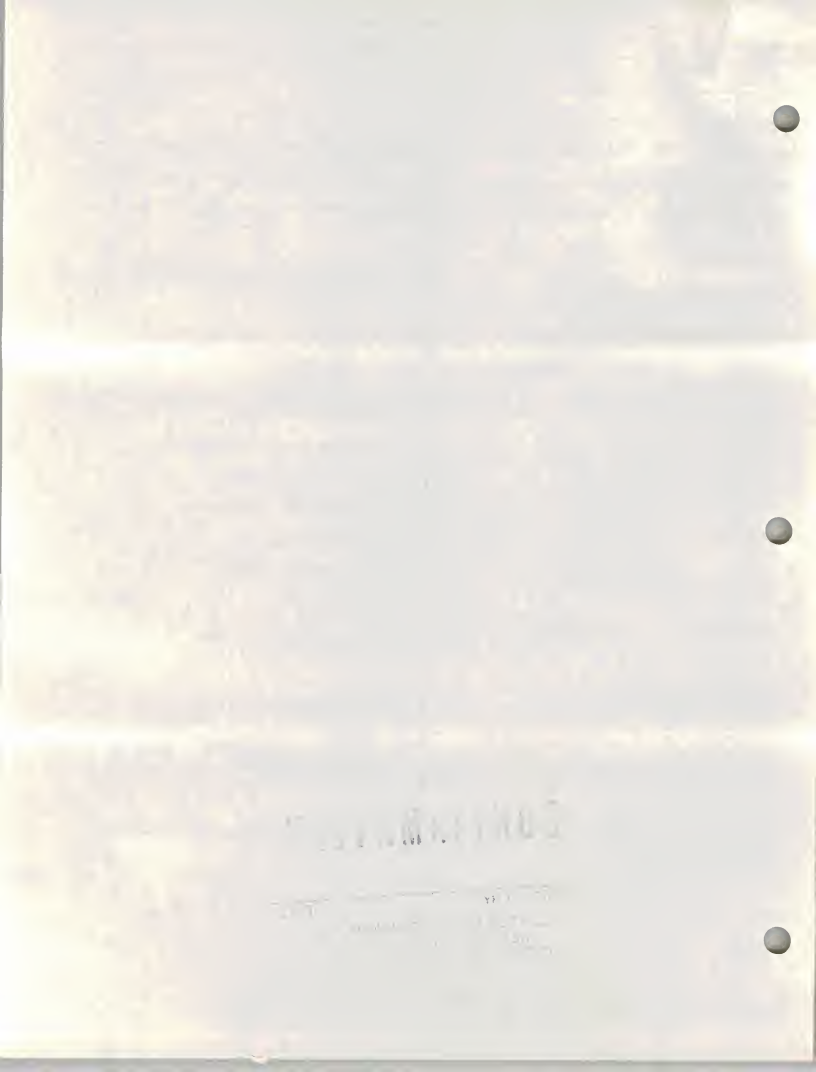
DATE

LETTER MUST BE SIGNED AND
RETURNED IN 10 DAYS IN
ORDER FOR SPACE TO BE HELD

Prices do not include 17% Service Charge or 5% Maryland State Sales Tax

Marriott Hotels. BANQUET EVENT ORDER

BETHESDA MARRIOTT HOTEL (301) 897-9400 X6110



Marriott

HOTELS ♦ RESORTS

Bethesda Marriott / 5151 Pooks Hill Road / Bethesda, Maryland 20814 / (301) 897-9400

April 7, 1986

APR 11 1986

Ms. Jan McDaniels
INPUT
1943 Landings Drive
Mountain View, CA 94043

Dear Ms. McDaniels:

Thank you for selecting the Bethesda Marriott Hotel for your meetings and luncheons. It is our pleasure to confirm the following definite reservation:


INPUT
APPROXIMATE ATTENDANCE: 65
NON-REFUNDABLE DEPOSIT: \$400
MAY 20, 1986
MEETING/LUNCHEON/COCKTAIL RECEPTION
MAY 21, 1986
MEETING/LUNCHEON

Please sign the enclosed stamped confirmation copy of this reservation and return to our office within 10 days of receipt.

We look forward to hosting your function and to making this a most successful occasion.

Sincerely,

THE BETHESDA MARRIOTT HOTEL



Diane Goldstein
Catering Manager

DG/mth
Enclosure



THE EXECUTIVE BREAK \$6.95 PER PERSON
INTERNATIONAL CHEESEBOARD GARNISHED W/FRESH SEASONAL FRUITS
ICED RELISH BAR W/DIP
MINI FRENCH PASTRIES
COFFEE, TEA, DECAFFEINATED COFFEE

DELUXE CONTINENTAL BREAKFAST \$6.00 PER PERSON
SELECTION OF FRESH SEASONAL FRUITS
ORANGE JUICE
CROISSANTS, DANISH, PASTRIES, AND MUFFINS
COFFEE, TEA, DECAFFEINATED COFFEE

THE CONTINENTAL BREAKFAST \$4.95 PER PERSON
CHILLED JUICES
ASSORTED DANISH, PASTRIES, COFFEE CAKE, BISCUITS
COFFEE, TEA, DECAFFEINATED COFFEE

SUNDAE BREAK \$4.50 PER PERSON
CHOCOLATE, VANILLA & STRAWBERRY ICE CREAM
W/CHOICE OF THREE FRUIT TOPPINGS
CHOCOLATE CHIP COOKIES
COFFEE, TEA, DECAFFEINATED COFFEE

AFTERNOON SELECTION \$4.25 PER PERSON
PLATTERS OF SLICED FRESH FRUITS
COFFEE, TEA, DECAFFEINATED COFFEE
ASSORTED SOFT DRINKS

AFTERNOON SELECTION \$3.95 PER PERSON
FINGER SANDWICHES
COFFEE, TEA, DECAFFEINATED COFFEE
ASSORTED SOFT DRINKS

AFTERNOON SELECTION \$3.95 PER PERSON
LARGE CHOCOLATE CHIP COOKIES
COFFEE, TEA, DECAFFEINATED COFFEE
ASSORTED SOFT DRINKS

COFFEE BREAK \$2.95 PER PERSON
ASSORTED DANISH & PASTRIES
COFFEE, TEA, DECAFFEINATED COFFEE

COFFEE BREAK \$2.75 PER PERSON
COFFEE, TEA, DECAFFEINATED COFFEE
ASSORTED SOFT DRINKS

COFFEE BREAK \$1.95 PER PERSON
COFFEE, TEA, DECAFFEINATED COFFEE

PRICES DO NOT INCLUDE 17% SERVICE CHARGE & 5% MARYLAND STATE TAX
PRICES ARE SUBJECT TO CHANGE
WE REQUIRE A MINIMUM ATTENDANCE GUARANTEE 72 HOURS
PRIOR TO THE START OF THE FUNCTION



ALL-DAY MEETING BREAK PACKAGE TO INCLUDE:

CONTINENTAL BREAKFAST

CHILLED JUICES

ASSORTED DANISH, PASTRIES, COFFEE CAKE, BISCUITS

COFFEE, TEA, DECAFFEINATED COFFEE

MID-DAY BREAK

COFFEE, TEA, DECAFFEINATED COFFEE

ASSORTED SOFT DRINKS

AFTERNOON SELECTION

SLICED FRESH FRUITS

CHOCOLATE CHIP COOKIES

COFFEE, TEA, DECAFFEINATED COFFEE

ASSORTED SOFT DRINKS

TOTAL PRICE FOR ALL DAY MEETING BREAK PACKAGE: \$11.00 PER PERSON

PRICES DO NOT INCLUDE 17% SERVICE CHARGE & 5% MARYLAND STATE TAX
PRICES ARE SUBJECT TO CHANGE

WE REQUIRE A MINIMUM ATTENDANCE GUARANTEE 72 HOURS
PRIOR TO THE START OF THE FUNCTION



LUNCHEON SUGGESTIONS

CHICKEN MARSALA	\$12.50
CHICKEN NANCY	\$13.50
LONDON BROIL W/SHERRY MUSHROOM SAUCE	\$13.50
SEAFOOD NEWBURG	\$14.00
BROILED FILET OF SOLE	\$15.50
CHICKEN KIEV	\$15.50
SLICED TENDERLOIN OF BEEF	\$18.00
PETIT FILET MIGNON	\$19.50
FLOUNDER STUFFED WITH CRABMEAT	\$22.00

THE ABOVE LUNCHEONS ARE SERVED W/APPETIZER, TWO VEGETABLES,
ROLLS & BUTTER, DESSERT, COFFEE, TEA, DECAFFEINATED COFFEE

PLEASE BE SURE TO ADD THE USUAL 17% SERVICE CHARGE & 5% SALES TAX

OTHER PLATED LUNCHEON SUGGESTIONS

CHILLED VICHYSOISE
SHRIMP NEWBURG ON VOL AU VENT
BROILED TOMATO PARMESAN
BUTTERED ASPARAGUS
LIME SHERBET W/CREME DE CASSIS & STRAWBERRY
COFFEE, TEA, DECAFFEINATED COFFEE

THE PRICE OF THE ABOVE LUNCH IS \$16.75 PER PERSON
PLUS MARYLAND STATE TAX AND 17% GRATUITY

CAESAR SALAD
VEAL PICCATA W/FETUCCINI ALFREDO
ZUCCHINI & YELLOW SQUASH W/ SAUTEED ONIONS
WARM ROLLS & BUTTER
FRESH STRAWBERRIES W/SABAYON SAUCE
COFFEE, TEA, DECAFFEINATED COFFEE

THE PRICE OF THE ABOVE LUNCH IS \$19.50 PER PERSON
PLUS MARYLAND STATE TAX AND 17% GRATUITY

BOSTON LETTUCE - BELGIAN ENDIVE LEAVES - WATERCRESS SALAD
W/HEARTS OF PALM AND ARTICHOKE-VINAIGRETTE DRESSING
PETIT FILET MIGNON W/BORDOLAISE SAUCE
ROASTED NEW POTATOES
BROCCOLI POLONNAISE & BROILED TOMATO
PEACH MELBA
COFFEE, TEA, DECAFFEINATED COFFEE

THE PRICE OF THE ABOVE LUNCH IS \$18.00 PER PERSON
PLUS MARYLAND STATE TAX AND 17% GRATUITY



BUFFET LUNCHEON SUGGESTIONS

MARYLAND CRAB SOUP

GERMAN POTATO SALAD - COLE SLAW - SLICED TOMATOES
OLIVES & PICKLES

CHEESEBOARD GARNISHED W/FRESH FRUIT

SELECTION OF COLD CUTS INCLUDING:
SLICED TURKEY, HAM, CORNED BEEF, APPROPRIATE CONDIMENTS

PLATTERS OF SLICED FRESH FRUITS
SELECTIONS OF FRENCH PASTRIES
COFFEE, TEA, AND DECAFFEINATED COFFEE

THE PRICE OF THE ABOVE LUNCH IS \$14.50 PER PERSON
PLUS MARYLAND STATE TAX AND GRATUITY

EXECUTIVE EXPRESS BUFFET TO INCLUDE:
(MINIMUM OF 25 PEOPLE)

POTATO SALAD - COLE SLAW - RELISH TRAY

PLATTERS OF SLICED ROAST BEEF, TURKEY, AND HAM
PLATTERS OF ASSORTED CHEESES

VARIETY OF BREADS
APPROPRIATE CONDIMENTS

CHOCOLATE CAKE
SLICED FRESH FRUIT
APPLE PIE

COFFEE, TEA, DECAFFEINATED COFFEE

SOUP OF THE DAY ADDITIONAL \$1.00 PER PERSON

THE PRICE OF THE ABOVE LUNCH WILL BE \$13.50 PER PERSON
PLUS MARYLAND STATE TAX AND 17% GRATUITY



HORS D'OEUVRES SELECTIONS

HOT HORS D'OEUVRES

COCKTAIL FRANKS IN A BLANKET

RUMAKI

SAUSAGE-STUFFED MUSHROOM CAPS

MINIATURE QUICHE

CHICKEN DRUMMETTS

FRIED CHEESE PUFFS

CHINESE EGG ROLLS W/ HONEY MUSTARD SAUCE

POTATO SKINS W/SOUR CREAM DIP

MINIATURE POTATO KNISHES

MINI MEAT KNISHES

ALL OF THE ABOVE @ \$90.00 PER 100 PIECES

COLD HORS D'OEUVRES

ASSORTED CANAPES

FANCY DEVILED EGGS

SALAMI STACKS

CELERY STICKS W/BLEU CHEESE

CHERRY TOMATOES W/DEVILED HAM

SALAMI CORONETS

SILVER DOLLAR SANDWICHES

LIVER PATE ON CROUTON

ALL OF THE ABOVE @ \$90.00 PER 100 PIECES



HORS D'OEUVRES SELECTIONS

SEAFOOD DELICACIES

CRAB RANGOON

CLAMS CASINO

OYSTERS ON THE ½ SHELL

ICED SHRIMP

SHRIMP SCAMPI

SCALLOPS WRAPPED IN BACON

RONDELLES OF SMOKED SALMON

CRABMEAT-STUFFED MUSHROOM CAPS

OYSTERS J.W.

ALL OF THE ABOVE @ \$200.00 PER 100 PIECES

ADDITIONAL SELECTIONS

ASSORTED DRY SANCKS @ \$1.25 PER PERSON

FRESH VEGETABLES & DIP @ \$1.50 PER PERSON

INTERNATIONAL CHEESEBOARD W/FRENCH BREAD & CRACKERS @ \$2.50 PP

TACO BAR @ \$3.00 PER PERSON

FRESH FRUIT FONDUE W/ MELBA & CHOCOLATE SAUCE @ \$2.75 PER PERSON

STEAK TARTARE W/APPROPRIATE GARNISH @ \$40.00 PER POUND

STEAMSHIP ROUND OF BEEF AU JUS W/MINI ROLLS
AND APPROPRIATE CONDIMENTS @ \$450.00
(SERVES 100 PEOPLE CHARGE FOR CARVER \$35.00)



BAR ARRANGEMENTS

HOSTED BAR

MIXED DRINKS FEATURING:

NAME BRAND LIQUORS	\$2.75 EACH
PREMIUM BRAND LIQUORS	\$3.25 EACH
DOMESTIC BEER	\$2.25 EACH
IMPORTED BEER	\$2.75 EACH
WINE	\$2.00 EACH
ASSORTED SOFT DRINKS	\$1.25 EACH

OPEN BAR

WITH UNLIMITED CONSUMPTION SERVING NAME BRANDS AS FOLLOWS

(1) HOUR	\$7.00 PER PERSON
(2) HOURS	\$9.00 PER PERSON
(3) HOURS	\$11.00 PER PERSON
(4) HOURS	\$12.50 PER PERSON

THE CHARGE FOR A BARTENDER IS \$35.00

PLEASE NOTE THAT A 17% SERVICE CHARGE AND 5% MARYLAND
STATE SALES TAX WILL BE ADDED TO ALL OF THE ABOVE LISTED PRICES

CASH BAR

SERVING HOUSE BRANDS AS FOLLOWS:

MIXED DRINKS	\$3.00 EACH
BEER - PER BOTTLE	\$2.75 EACH
WINE - PER GLASS	\$2.50 EACH
SOFT DRINKS - PER GLASS	\$1.50 EACH

THE CHARGE FOR A BARTENDER IS \$35.00
THE CHARGE FOR A CASHIER IS \$22.50



GEONET Services

- Private Data Network
- Public Sub-Network
- Electronic Mail
- Personnel Support
- Statistical Analyses
- Data Communications Links
- Data Communications Equipment



GEONET



- Major Switches
- Secondary Switches
- High Speed Links
- Low Speed Links



Added to
PROSPECTS TO BE INVITED TO FISSP CONFERENCE

1. Ford Aerospace Satellite Services Corporation
1235 Jefferson-Davis Highway
Suite 1300
Arlington, VA 22202
Walt Vient, Program Manager
(703) 685-5579

CB 4/5

2. AT&T
Federal Systems Division
1120 20th Street, NW
Washington, DC 20036
Gerald Anderson
Director of Strategic Planning
(202) 457-3021

CB 5/5

3. GTE
Telenet Division
Suite 1800
Arlington, VA 22209
Robert Best
Regional Vice President
Federal Programs
(703) 247-9400

4. Computer Associates
8300 Greensboro Drive
McLean, VA 22102
Mike Guido, Vice President
(703) 821-1700

5. Network Solutions
8229 Boone Blvd.
6th Floor
Vienna, VA 22180
Don Hewitt, Director of Marketing
(703) 442-0400

✓ 6. Contel
Systems Division
Federal Department
12015 Lee-Jackson Highway
Fairfax, VA 22033
Merry Ellen Korpan
(703) 359-7800



✓ 7.

McDonnell-Douglas - TYMNET
Federal Department
2070 Chain Bridge Road
Vienna, VA 22180
Jerry Edgerton, Federal Region Manager
(703) 556-3264 *Don Williams*

Puro Service

7 8.

Pansophic Systems, Inc
8329 Leesburg Pike
Vienna, VA 22180
George Bishop, Manager Federal Branch

9.

C³ Inc.
11425 Isaac Newton Square
Reston, VA 22090
Richard Litsinger

10.

Applied Data Research
8227 Old Courthouse Rd.
Vienna, VA 22180
Pat Hillier
Vice President, Federal Sales
(703) 356-7700, (202) 331-1750

11.

Planning Research Corporation
1500 Planning Research Drive
McLean, VA 22102
Walter Kennedy
Director of Strategic Planning
Government Information Systems

12.

Engineering Resources, Inc.
6849 Old Dominion Drive
McLean, VA 22101
Linda Gerould
Market Research
(703) 556-0880

✓ 13.

Bell South
675 W. Peachtree Street, NE
Room 28H65
Atlanta, GA 30375
Henry Calrk
Manager, Federal Market Research

14.

Calculon Corporation
1301 Piccard Drive
Rockville, MD 20850
Eugene Scherer, President

